

PART 1 – PROJECT IDENTIFICATION AND GENERAL INFORMATION

1. Regarding Exhibit 2, please provide an organizational chart which shows how the seven parent offices and one branch office in Maryland are affiliated under either Amedisys Maryland or Tender Loving Care Health Care Services Southeast, LLC.

APPLICANT RESPONSE: Please refer to **Exhibit 21**.

2. MHCC records indicate that Amedisys Home Health (Westminster) (HH7048) is authorized to serve Anne Arundel, Baltimore, Carroll, Harford, and Howard Counties and Baltimore City, whereas you indicate on p. 6 that this home health agency only served Carroll, Howard and Baltimore Counties since 2007. Please clarify the discrepancy in which jurisdictions the applicant is authorized to serve within the State.

APPLICANT RESPONSE: Although the Amedisys Westminster parent home health agency office (HH7048) is authorized to serve Anne Arundel, Baltimore, Carroll, Harford, and Howard Counties and Baltimore City, it only serves three of those counties (Carroll, Howard and Baltimore Counties), while other Amedisys parent home health agencies located in or closer to the other counties serve those counties. The Westminster parent office was acquired from Interim Health just like many of our other offices. Our other locations in Maryland were acquired from Tender Loving Care or Upper Chesapeake/ St. Joseph Home Health and Hospice. Each acquisition came with its own list of counties authorized to be served with significant overlap. Amedisys' goal is to have the office located within the county it serves. The Amedisys parent agency in Forest Hill (HH7045) serves Harford County, its parent agency in Glen Burnie (HH7108) serves Anne Arundel County, and its parent agency in Rosedale (HH7094) serves Baltimore County and Baltimore City.

3. Please discuss when the applicant expects to establish a branch office in the City of Frederick. Are the lease terms identified in Table 1, Project Budget based on actual discussions for establishing this branch office? Please provide details on this lease.

APPLICANT RESPONSE: Amedisys would lease space for the branch office in the City of Frederick upon being granted a certificate of need. It anticipates needing between 1,800 and 2,500 square feet for this office, and has projected \$36,000/year in rent. Based on its experience in leasing property for HHA offices and a survey of the office rental market in the City of Frederick, Amedisys expects no difficulty in securing office space to lease for this branch office promptly upon being granted a CON at or near the annual lease cost projected in its CON application. Please refer to **Exhibit 22** for the currently available rental properties.

PART II – CONSISTENCY WITH REVIEW CRITERIA AT COMAR 10.24.01.08(3)

Fees and Time Payment Plan

4. Please provide a description of the time payment plan that includes details as to how a patient qualifies for this plan and how the monthly fee is calculated under this policy. Your response should quote the specific language (as well as a citation to the location within the policy) from the policy which describes the time payment options and mechanisms for clients to arrange for time payment.

APPLICANT RESPONSE: The Maryland-specific policy is stated on the fourth page of Exhibit 7, which states that: "A patient who qualifies for a discounted fee under this policy may request to pay billed charges over time. We ask for a minimum of \$25 per month with the balance being resolved within 1 year from the start-of-care." The discounted fee scale cross-referenced in this policy is also set forth in the Maryland specific policy on the same page. Under that scale, the discount rate is 90% for persons between 125% and 150% of the Federal Poverty Guidelines, gradually decreasing through the income levels to 5% for persons between 375% and 400% of the Federal Poverty Guidelines. (Persons below 125% of the Poverty Guidelines receive a 100% discount.) Any person entitled to a discount under this scale is entitled to pay his or her bill over time, up to a year from the start of care. An eligible patient (one who qualifies for a discount) simply needs to request a time payment plan and Amedisys will work with the patient to arrange it. Often, the time payment plan will involve equal monthly installments calculated to resolve the patient's bill within a year, but if the patient needs to structure the plan differently, Amedisys will work with the patient to arrange a plan that has the patient paying at least \$25 a month and resolves the bill in the one year period.

Charity Care and sliding Fee Scale

5. Please provide a link that shows the charity care and sliding fee scale policy on the Amedisys website.

APPLICANT RESPONSE: To clarify the statement in the Application, Amedisys will provide notice about the charity care and sliding fee scale policy on its website, not the actual policy. Amedisys's website includes the following notice: "If you have questions about payment - including charity care and a sliding fee scale - please contact your local Amedisys care center. You can find care center contact information [here](#)." The link to this website page is: <https://www.amedisys.com/non-discrimination-notice/>

6. Please report the amount of charity care (% of visits that were charity care) provided by Amedisys Home Care for last three years, juxtaposed with the average amount of charity care provided by home health agencies in each of the six jurisdictions that it is authorized to serve. If this track record does not match the average level of charity care provided, please explain how the applicant can assure MHCC that it will comply with this standard for Frederick County.

APPLICANT RESPONSE:

As stated in the Application and further explained in response to Question 2 above, the Applicant currently serves three counties: Carroll, Howard and Baltimore Counties. A total of three Amedisys care centers serve Baltimore County including the Westminster parent. As shown below, Amedisys provided more charity care than the overall percentage in 2012 in all three counties, and in 2014 in Howard County.

Carroll County

| | 2012 | 2013 | 2014 |
|-------------------|------|--------|-------|
| All HHAs | 0.1% | 0.007% | 0.05% |
| Amedisys (HH7048) | 0.5% | 0.00% | 0.00% |

Howard County

| | 2012 | 2013 | 2014 |
|-------------------|-------|-------|-------|
| All HHAs | 0.06% | 0.04% | 0.07% |
| Amedisys (HH7048) | 0.09% | 0.00% | 0.3% |

Baltimore County

| | 2012 | 2013 | 2014 |
|-------------------------------|------|-------|-------|
| All HHAs | 0.3% | 0.1% | 0.1% |
| Amedisys (HH7045, 7048, 7094) | 1.8% | 0.00% | 0.00% |

The level of charity care visits provided by existing HHAs in Frederick County in 2014 was 0.1%. Amedisys' record in providing charity care demonstrates that it can achieve at least this level of charity care in Frederick County going forward. It substantially exceeded this percentage of visits in Carroll County and Baltimore County in 2012. In addition, as shown in response to Question 13(b) below, the Amedisys care center on the Eastern Shore (HH7111) that is subject to a charity care requirement under its CON to serve Talbot County has outperformed the overall level of charity care visits provided by all HHAs in the counties it serves for the last three years.

In order to ensure that it satisfies its commitment in Frederick County, the Applicant will use its 23-person Maryland sales team to actively market to all of its referral sources about the availability of charity care. This message will be incorporated into all of their daily sales calls. The Applicant also plans to work with the Frederick County Department of

Health and local social services office to make them aware of the Applicant's charity care commitment as well as with the Frederick County-owned nursing home and assisted living facility that focuses on serving the indigent population.

Financial Feasibility

7. Please provide the data to support your statement on p. 15 that "Carroll County is already at a high home health utilization rate....and Frederick County continues to have a low utilization rate (even while it experienced 45% growth in visits between 2010 and 2014) and has significant growth potential."

APPLICANT RESPONSE:

Based on 2014 Medicare claims data contained in Application Table 5, Frederick County has a home health utilization rate of 8.0%. This utilization rate is calculated by dividing the number of discharges (2,685) by the Medicare population less Medicare Advantage enrollees (33,363) as follows:

- $2,685 \text{ Discharges} / (35,443 \text{ Medicare Population} - 2,080 \text{ Medicare Adv. Enrollees})$
- $2,685 / 33,363 = 8.0\%$

Following the same calculation, Carroll County has 2,567 discharges over 28,078 traditional Medicare lives (29,065 Medicare population minus 987 Medicare Advantage enrollees) yielding a utilization rate of 9.1%

The state as a whole has 72,692 discharges over 842,790 traditional Medicare lives (916,369 Medicare Population less 73,579 Medicare Advantage enrollees). For a utilization rate of 8.6%

County by county, the State has utilization rates between 5.9% - 11.1%.

Assuming the average rate of 8.6%, Frederick County would have 2,870 discharges annually (a 6.8% increase in discharges). Assuming the top end utilization rate of 11.1%, the county would have 3,703 discharges (a 38% increase in discharges).

The 45% increase in visits experienced in Frederick County between 2010 and 2014 is based on Medicare claims data, which show that there were 45,916 home health visits in Frederick County in 2010, compared with 61,392 visits in 2014, a 33.7% increase and a 5.9% CAGR.

8. Please list any assumptions that underpin your revenue and expense projections (Application form -Table 4).

APPLICANT RESPONSE:

- a. Revenue per admit is based on Amedisys current averages for Maryland patients.
- b. Average number of visits is based on current average number of visits per admitted Amedisys patients in Maryland.
- c. Expenses are based on an average Amedisys Maryland location, including market lease rates.
- d. Salaries and wages are based on current salaries paid to Amedisys clinicians in the Maryland market.

Linkages with Other Service Providers

- 9. MHCC's "linkages" standard requires a Maryland home health agency that is already licensed and operating to not only "provide documentation of these linkages in its existing service area" (which Amedisys did by listing referral sources), but also to "document its work in forming such linkages before beginning operation in each new jurisdiction it is authorized to serve." The two letters of support Amedisys provided do not constitute evidence of progress in developing such linkages with other service providers in Frederick County. Please strengthen the evidence of such progress.

APPLICANT RESPONSE: Please refer to **Exhibit 23** for a list of the contacts Amedisys has made to date demonstrating its progress towards establishing linkages in Frederick County. Additionally, please see **Exhibit 24** for letters of support from other service providers, including a provider of service to Frederick County residents.

Discharge Planning

- 10. Please excerpt the language from the policy submitted as Exhibit 11 addresses Amedisys's ability to provide the appropriate referrals to maintain continuity of care.

APPLICANT RESPONSE: The following excerpts from the Discharge Policy address this ability:

"PURPOSE:

...

To have a discharge process to ensure the patient is being discharged appropriately and arrangements have been made to address any ongoing health care needs the patient may have at discharge." [Page 1 of 20.]

"REGULATORY GUIDANCE:

§484.48 Conditions of Participation: Clinical Records: The HHA must inform the attending physician of the availability of a discharge summary. The discharge summary

must be sent to the attending physician upon request and must include the patient's medical and health status at discharge.tlh status at discharge..." [Page 1 of 20]

"PROCEDURE:

...

If the patient is found to be ineligible for home care services, all attempts will be made by the agency to direct the individual to the appropriate community resource and notification will be made to the patient's attending physician and/or referral agency." [Page 2 of 20.]

"DISCHARGES ...

1. Discharge planning will begin during the initial admission evaluation and continues throughout the length of service. The patient, or his/her representative if any, shall be informed of and participate in discharge planning.

2. The Plan of Care will identify problems and goals that need to be met for discharge. Goals and discharge planning are discussed with the patient and caregiver.

3. ...

The physician will be notified of the patient's discharge from the home health agency. Documentation of physician notification will be evident in the patient's medical record.

...

4. When a skilled discipline discharges the patient from their service, the discipline will complete a discharge summary that will be available to the physician upon request." [Page 2 of 20.]

Need

11. Please respond to the following:

- a. Please explain why the growth rates by cohort shown in Table 4 do not agree with the data presented in Table 3.

APPLICANT RESPONSE: The Applicant obtained both sets of data from the Maryland Department of Planning's website. See **Exhibit 25** for the original tables containing this data printed from this website. The Applicant is not certain how the State Department of Planning computed its growth rates.

- b. Identify the age of the population growth rates shown in Table 4, 2014 *Projected Annualized Growth Rates for Frederick County and Maryland*. Are these growth rates for the entire population, or only for the population 18 years and older?

APPLICANT RESPONSE: This data from the Maryland Department of Planning (see **Exhibit 25**) is not stated to be limited to the population 18 years and older so the Applicant understands it to be the entire population. However, as shown in the projections from the Maryland Department of Planning shown in **Exhibit 26**, between 2015 and 2020, the Frederick County population age 45 and older is projected to grow by 10% while the population under age 45 is projected to grow by only 7%. The Frederick County population 65 and older is projected to grow by 27% between 2015 and 2020 (from 33,200 to 42,340).

- c. Besides the increase in the size of the population age 65 years and older, are there any other characteristics or health issues that support the need for home health services in Frederick County?

APPLICANT RESPONSE: In addition to the increasing size of the 65+ population in Frederick County, the high home health hospitalization rate in Frederick County also support the need for additional HHAs in Frederick County. As discussed in the Application and in response to Question 12(a) below, Frederick County had a high 60-day home health hospitalization rate in 2012 according to Medicare claims data. See **Exhibit 27**. Although not all hospitalizations are potentially avoidable, the number of hospital admissions within 60 days of admission to a home health agency is a quality measure tracked by CMS through OASIS. As recognized in the State Health Plan, introducing additional competition of HHAs in Frederick County helps to drive better quality.

- d. Clarify whether the CAGR for the age group 65 years and older is 5.3% as stated on p. 21, or 5.7% as reported in Table 5. If the latter, please clarify your statement regarding the 65 years and older population in Frederick on p. 21.

APPLICANT RESPONSE: The CAGR is 5.3%. The 5.7% in Table 5 is incorrect. The Applicant determined that Table 5 includes some additional errors in the CAGR column so it is providing the following replacement for Table 5 in which all necessary corrections have been made. As the original Table 5, the source of this data is 2014 Medicare Claims Data provided by Healthcare Market Resources (healthmr.com), 2015 Medicare population data from CMS.gov; 2014 65+ population data and 2019 estimates from Tetrad.

Table 5
Medicare Claims Data and Population Data

| File Year | County | No. of Providers | Episodes | Visits | Medicare Population | MA Enrolled | MA % | 2014 65+ Pop. | 65+5yr. CAGR | HH Utilization Rate |
|-----------|----------------|------------------|----------|-----------|---------------------|-------------|-------|---------------|--------------|---------------------|
| 2014 | ALLEGANY | 2 | 1,684 | 24,094 | 16,435 | 668 | 4.1% | 14,374 | 2.0% | 9.9% |
| 2014 | ANNE ARUNDEL | 14 | 8,504 | 136,673 | 63,723 | 4,460 | 5.3% | 76,447 | 5.6% | 7.7% |
| 2014 | BALTIMORE | 26 | 15,882 | 246,136 | 146,690 | 12,609 | 8.6% | 130,048 | 3.7% | 9.6% |
| 2014 | BALTIMORE CITY | 19 | 11,009 | 162,590 | 96,671 | 11,653 | 12.1% | 79,318 | 3.3% | 10.4% |
| 2014 | CALVERT | 6 | 1,013 | 14,623 | 13,354 | 384 | 2.9% | 11,591 | 5.2% | 6.2% |
| 2014 | CAROLINE | 2 | 723 | 11,322 | 6,073 | 41 | 0.7% | 5,021 | 3.5% | 8.4% |
| 2014 | CARROLL | 14 | 3,410 | 51,050 | 29,065 | 987 | 3.4% | 25,130 | 4.0% | 9.1% |
| 2014 | CECIL | 4 | 1,778 | 25,297 | 16,896 | 302 | 1.8% | 14,061 | 4.6% | 8.2% |
| 2014 | CHARLES | 6 | 1,667 | 22,998 | 19,563 | 1,088 | 5.6% | 16,895 | 5.7% | 6.9% |
| 2014 | DORCHESTER | 3 | 1,062 | 17,225 | 7,460 | 65 | 0.9% | 6,581 | 3.3% | 9.2% |
| 2014 | FREDERICK | 8 | 3,774 | 61,392 | 35,443 | 2,080 | 5.9% | 30,921 | 5.3% | 8.0% |
| 2014 | GARRETT | 2 | 452 | 5,658 | 6,585 | 402 | 6.1% | 6,003 | 3.4% | 6.4% |
| 2014 | HARFORD | 13 | 4,289 | 61,793 | 41,775 | 2,395 | 5.7% | 35,951 | 4.7% | 8.8% |
| 2014 | HOWARD | 15 | 3,093 | 48,588 | 39,269 | 2,934 | 7.5% | 36,800 | 6.8% | 6.7% |
| 2014 | KENT | 1 | 523 | 6,898 | 5,280 | 92 | 1.7% | 5,008 | 2.7% | 8.8% |
| 2014 | MONTGOMERY | 23 | 13,026 | 180,799 | 141,847 | 14,140 | 10.0% | 139,892 | 5.5% | 8.4% |
| 2014 | PRINCE GEORGES | 23 | 10,628 | 162,630 | 112,913 | 15,714 | 13.9% | 98,624 | 5.1% | 8.2% |
| 2014 | QUEEN ANNES | 4 | 704 | 9,869 | 9,162 | 180 | 2.0% | 8,439 | 4.8% | 5.9% |
| 2014 | SAINT MARYS | 5 | 1,235 | 18,152 | 14,208 | 244 | 1.7% | 12,997 | 5.6% | 6.8% |
| 2014 | SOMERSET | 3 | 610 | 9,177 | 4,523 | 36 | 0.8% | 4,097 | 3.0% | 10.1% |
| 2014 | TALBOT | 3 | 1,108 | 16,607 | 10,275 | 253 | 2.5% | 10,353 | 3.1% | 8.1% |
| 2014 | WASHINGTON | 4 | 2,468 | 35,019 | 27,907 | 2,396 | 8.6% | 23,331 | 3.2% | 7.4% |
| 2014 | WICOMICO | 4 | 2,513 | 39,903 | 17,290 | 173 | 1.0% | 14,287 | 3.1% | 11.1% |
| 2014 | WORCESTER | 4 | 1,946 | 29,872 | 13,942 | 283 | 2.0% | 14,004 | 2.8% | 11.1% |
| MD Totals | | 208 | 93,112 | 1,398,519 | 916,369 | 73,579 | 8.0% | 820,373 | 4.6% | 8.6% |

Availability of More Cost Effective Alternatives

12. Please respond to the following:

- a. Please document the statement on p. 24 that “2012 Medicare claims data indicate that Frederick County had the second highest home care hospitalization rate in the State.” Also clarify if you meant to say “home care *hospitalization* rate,” and if so, what “home care hospitalization” measures. Is there more recent data to support this statement?

APPLICANT RESPONSE: The Applicant’s reference to home care hospitalization rate is to the rate of hospitalization within 60 days from the commencement of home care. It is one of the quality measures that CMS tracks through OASIS data and is included on the Home Health Compare website on CMS.ORG. The raw data is from Medicare OASIS 2012 data, and the compilation was prepared by Avalare in 2014, a third party vendor to which Amedisys subscribed at that time. Please refer to **Exhibit 27** for the home health hospitalization rate for all Maryland Counties in 2012. Amedisys does not have a compilation of more recent data because it no longer subscribes to Avalare data.

- b. Identify the “long term acute care facilities (LTACs)” in Frederick County.

APPLICANT RESPONSE: The reference to LTACs in Frederick County should be stricken. There are no LTACs in Frederick County.

Compliance with Conditions of Previous Certificates of Need

13. The applicant acknowledged that Amedisys Maryland, LLC d/b/a Home Health Care of America (HHCA) has not been able to reach the 0.4% charity care requirement that was a condition of its CON to expand its general home health agency services into Talbot County (issued in 2011), with the exception of 2013, in spite of its public outreach efforts.

- a. As evidence of Amedisys's efforts to meet that target, it submitted two letters from facilities indicating their awareness of charity care. That does not appear to be a very significant percentage of possible referral sources. Please discuss that observation.

APPLICANT RESPONSE: These letters were intended to serve as examples of how large referral sources for this Amedisys care center are well-aware of its willingness to take charity care patients. The Applicant did not intend to suggest that these are the only referral sources that Amedisys has made aware of its charity care commitment. Amedisys has never turned away a charity care patient, and it regularly promotes the availability of charity care to its referral sources through its business development team. This care center works with over 50 institutional referral sources in its service area over 250 physicians. See **Exhibit 28** for a list of this care center's institutional referral relationships. Additionally, please see **Exhibit 29** for an additional letter from a referral source in this area.

- b. Compare Amedisys's charity care % to the average in the jurisdiction from inception of operations to the most recent available data.

APPLICANT RESPONSE: The Applicant compared the charity care record of this Amedisys care center (HH7111) in the five counties it is authorized to serve (Dorchester, Somerset, Talbot, Wicomico and Worcester) to the other HHAs serving these counties since 2012 (the first full year since inception of this Amedisys care center's charity care commitment under the CON) through 2014 (the last year for which Public Use Data Set information is available). The Applicant used percent of charity care visits for comparison purposes because that is the measure that the applicants in this review have been directed to use for comparison to existing agencies and for calculating their charity care commitments.

As shown in the tables below, the percentage of charity care visits provided by Amedisys care center HH7111 in each year exceeded the overall percentage of charity care visits provided by all HHAs in these counties in each year.

TOTAL VISITS

| County | 2012 | 2013 | 2014 |
|------------|---------|---------|---------|
| Dorchester | 18,178 | 20,300 | 19,832 |
| Somerset | 10,338 | 10,174 | 10,207 |
| Talbot | 19,748 | 20,460 | 20,702 |
| Wicomico | 46,069 | 50,207 | 52,238 |
| Worcester | 28,208 | 29,831 | 30,256 |
| Total | 122,541 | 130,972 | 133,235 |

TOTAL CHARITY CARE VISITS (% OF TOTAL)

| County | 2012 | 2013 | 2014 |
|--|--------------------|--------------------|--------------------|
| Dorchester | 72 (0.40%) | 54 (0.27%) | 18 (0.09%) |
| Somerset | 40 (0.39%) | 16 (0.16%) | 9 (0.09%) |
| Talbot | 43 (0.22%) | 25 (0.12%) | 20 (0.10%) |
| Wicomico | 196 (0.43%) | 126 (0.25%) | 32 (0.06%) |
| Worcester | 83 (0.30%) | 54 (0.18%) | 57 (0.19%) |
| Total Charity Care Visits/% of Total Visits | 434 (0.35%) | 275 (0.21%) | 136 (0.10%) |

AMEDISYS CARE CENTER HH 7111 TOTAL VISITS

| County | 2012 | 2013 | 2014 |
|------------|--------|--------|--------|
| Dorchester | 7,825 | 9,113 | 9,507 |
| Somerset | 6,198 | 5,852 | 4,283 |
| Talbot | 4,109 | 5,279 | 6,989 |
| Wicomico | 20,820 | 18,838 | 18,318 |
| Worcester | 18,747 | 18,804 | 17,182 |
| Total | 57,699 | 57,886 | 56,279 |

AMEDISYS CARE CENTER HH 7111 CHARITY CARE VISITS (% OF TOTAL)

| County | 2012 | 2013 | 2014 |
|--|--------------------|--------------------|-------------------|
| Dorchester | 33 (0.42%) | 42 (0.46%) | 1 (0.01%) |
| Somerset | 34 (0.55%) | 16 (0.27%) | 9 (0.21%) |
| Talbot | 20 (0.49%) | 2 (0.04%) | 0 (0.00%) |
| Wicomico | 103 (0.50%) | 74 (0.40%) | 6 (0.03%) |
| Worcester | 52 (0.28%) | 20 (0.11%) | 44 (0.26%) |
| Total Charity Care Visits/% of Total Visits | 242 (0.42%) | 154 (0.27%) | 60 (0.11%) |

COMPARISON OF AMEDISYS CARE CENTER HH 7111 TO OVERALL PERCENTAGE

| | Overall Charity Care % of Visits in All Five Counties | Amedisys Charity Care % of Visits in All Five Counties |
|------|---|--|
| 2012 | 0.350% | 0.42% |
| 2013 | 0.21% | 0.27% |
| 2014 | 0.10% | 0.11% |

Even looked at county-by-county, this Amedisys care center (HH7111) equaled or exceeded the overall charity care percentages of all the HHAs serving the county.

Dorchester County

| | 2012 | 2013 | 2014 |
|--------|---------------------------------|---------------------------------|---------------------------------|
| HH7066 | 4,250 total/0 charity (0.00%) | 4,144 total/0 charity (0.00%) | 4,782 total/0 charity (0.00%) |
| HH7111 | 7,825 total/33 charity (0.4%) | 9,113 total/42 charity (0.46%) | 9,507 total/1 charity (0.01%) |
| HH7139 | 6,103 total/39 charity (0.64%) | 7,043 total/12 charity (0.17%) | 5,543 total/17 charity (0.31%) |
| | 18,178 total/72 charity (0.40%) | 20,300 total/54 charity (0.27%) | 19,832 total/18 charity (0.09%) |

Overall percentage of charity care = 0.25% (57,770 total/144 charity).

HH7111 percentage of charity care = 0.29% (26,445 total/76 charity).

Somerset County

| | 2012 | 2013 | 2014 |
|--------|------------------------------------|------------------------------------|-----------------------------------|
| HH7079 | 3,568 total/6 charity (0.17%) | 3,307 total/0 charity (0.00%) | 4,255 total/0 charity (0.00%) |
| HH7111 | 6,198 total/34 charity (0.50%) | 5,852 total/16 charity (0.27%) | 4,823 total/9 charity (0.1%) |
| HH7062 | 572 total/0 charity (0.00%) | 1015 total/0 charity (0.00%) | 1,129 total/0 charity (0.00%) |
| | 10,338 total/40 charity (0.39%) | 10,174 total/16 charity (0.16%) | 10,207 total/9 charity (0.09%) |

Overall percentage of charity care = 0.21% (30,719 total/65 charity).

HH7111 percentage of charity care = 0.35% (16,873 total/59 charity).

Talbot County

| | 2012 | 2013 | 2014 |
|--------|------------------------------------|------------------------------------|------------------------------------|
| HH7066 | 8,447 total/0 charity (0.00%); | 7,218 total/0 charity (0.00%) | 6,610 total/0 charity (0.00%) |
| HH7111 | 4,019 total/20 charity (0.5%) | 5,279 total/2 charity (0.03%) | 6,989 total/0 charity (0.00%) |
| HH7139 | 7,282 total/23 charity (0.32%) | 7,963 total/23 charity (0.29%) | 7,103 total/20 charity (0.28%) |
| | 19,748 total/43 charity (0.22%) | 20,460 total/25 charity (0.12%) | 20,702 total/20 charity (0.10%) |

Overall percentage of charity care = 0.14% (60,910 total/88 charity).

HH7111 percentage of charity care = 0.14% (16,287 total/22 charity).

Wicomico County

| | 2012 | 2013 | 2014 |
|--------|-------------------------------------|--|------------------------------------|
| HH7066 | 1,399 total/0 charity (0.00%) | 2,618 total/0 charity care (0.00%) | 1,819 total/0 charity (0.00%) |
| HH7079 | 19,461 total/93 charity (0.48%) | 22,945 total/52 charity (0.23%) | 25,039 total/26 charity (0.10%) |
| HH7111 | 20,820 total/103 charity (0.50%) | 18,838 total/74 charity (0.40%) | 18,318 total/6 charity (0.03%) |
| HH7062 | 4,389 total/0 charity (0.00%) | 5,806 total/0 charity (0.00%) | 7,062 total/0 charity (0.00%) |
| | 46,069 total/196 charity (0.43%) | 50,207 total/126 charity (0.25%) | 52,238 total/32 charity (0.06%) |

Overall percentage of charity care = 0.24% (148,514 total/354 charity).

HH7111 percentage of charity care = 0.32% (57,976 total/183 charity).

Worcester County

| | 2012 | 2013 | 2014 |
|--------|------------------------------------|------------------------------------|------------------------------------|
| HH7066 | 1,299 total/0 charity (0.00%) | 1,589 total/0 charity (0.00%) | 784 total/0 charity (0.00%) |
| HH7079 | 8,435 total/31 charity (0.37%) | 9,438 total/34 charity (0.36%) | 12,290 total/13 charity (0.11%) |
| HH7111 | 18,747 total/52 charity (0.28%) | 18,804 total/20 charity (0.11%) | 17,182 total/44 charity (0.26%) |
| | 28,481 total/83 charity (0.30%) | 29,831 total/54 charity (0.18%) | 30,256 total/57 charity (0.19%) |

Overall percentage of charity care = 0.22% (88,568 total/194 charity).

HH 7111 percentage of charity care = 0.22% (54,733 total/116 charity).

Table 2B

14. Please explain the significant annual increase in utilization from 2018 through 2021. The applicant expects the total number of client visits will increase by 166.7% between 2018 – 2019; 50.6% increase from 2019 – 2020; and 20.4% increase from 2020 – 2021. Are the numbers on this table for CY or FY?

APPLICANT RESPONSE: A significant increase in patient visits is expected due to the exponential growth of admissions, secondary to a conservative year 1 budget and the

addition of a business development team that will market to physicians and hospitals in the currently underserved area, with no anticipated impact on current providers' volume. This is a calendar year projection.

Table 3

15. Provide a complete description of all assumptions that "fed" the utilization and revenue and expense tables, and the rationale behind those assumptions. At minimum, address the assumptions behind projections of: Total Clients; Client Visits; and Payor Mix.

APPLICANT RESPONSE: Revenue and average visit volumes are based on current averages for Amedisys patients across the state of Maryland. Expenses are also based on Maryland state average with additional start-up costs related to opening a de novo space in the area, including one-time furniture and technology expenses. Payor Mix is based on internal Maryland averages, with additional volume built into the model for indigent population. Total clients are based on a projection of current volume in the parent location, plus projected admissions in the new area, based on historic admission volume and existing market share data.

16. Please explain the significant loss in income reported for 2015, 2016, and 2018 for Amedisys Maryland, LLC. Are the numbers on this table for CY or FY?

APPLICANT RESPONSE: 2015 and 2016 losses were related turnover costs, as well as one-time implementation costs of a new ERM system that affected both clinicians and back office staff. 2018 losses are related to one-time startup costs, including an anticipated 6 month pre-certification period, where we will employ both administrative and clinical staff in the interim period with no revenue in the de novo location, as well as furniture and technology expenses that will not recur. These numbers are on a calendar year basis (Amedisys uses calendar year as its fiscal year).

Table 5

17. The totals you report for Agency Staff and Contract Staff in Table 5 do not add to \$99,221 and \$11,609 reported for Total Salary Expense. Please correct the Total Salary Expense for both Agency Staff and Contract Expense. Please be sure that the Total Salary Expense is consistent with the Salaries, Wages, and Professional Fees and Contractual Services reported in Table 4 for the first full year of operation in Frederick County (2019).

APPLICANT RESPONSE: Please see revised Table 5 below.

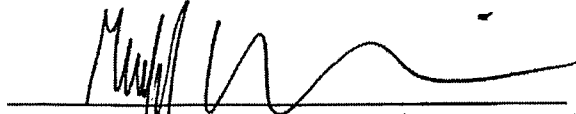
TABLE 5. STAFFING INFORMATION

| Position Title | Current No. of FTEs | | Change in FTEs (+/-) | | Average Salary | | TOTAL SALARY EXPENSE | |
|-------------------------------------|---------------------|----------------|----------------------|----------------|----------------|----------------|----------------------|----------------|
| | | | | | | | 2018 Data | |
| | Agency Staff | Contract Staff | Agency Staff | Contract Staff | Agency Staff | Contract Staff | Agency Staff | Contract Staff |
| Administrative Personnel | 3 | 0 | 2.5 | 0 | 63830 | 0 | \$351,065 | \$0 |
| Registered Nurse | 4 | 0 | 2 | 0 | \$69,966 | 0 | \$419,796 | \$0 |
| Licensed Practical Nurse | 2 | 0 | 1 | 0 | \$45,451 | 0 | \$136,353 | \$0 |
| Physical Therapist | 2.25 | 1.4 | 1 | 0.1 | \$109,761 | \$210,117 | \$356,723 | \$315,176 |
| Occupational Therapist | 2.25 | 0 | 1 | 0 | \$110,825 | 0 | \$360,182 | \$0 |
| Speech Therapist | 1.25 | 0.25 | 1 | 0 | \$132,417 | \$71,982 | \$297,938 | \$17,996 |
| Home Health Aide | 1 | 0 | 1 | 0 | \$35,908 | 0 | \$71,816 | \$0 |
| Medical Social Worker | 0.5 | 0 | 0.5 | 0 | 80051 | 0 | \$80,051 | \$0 |
| Other (Please specify.) | | | | | | | \$0 | \$0 |
| Estimated Taxes and Benefits | | | | | | | \$414,785 | \$0 |
| TOTAL | | | | | | | \$2,488,710 | \$333,171 |

AFFIRMATION

I hereby declare and affirm under the penalties of perjury that the facts stated in the June 23, 2017 Response by Amedisys Maryland, LLC to May 24, 2017 Completeness Questions are true and correct to the best of my knowledge, information and belief.

Date: June 23, 2017

A handwritten signature in black ink, appearing to read 'Geoffrey Abraskin', is written over a horizontal line.

Name: Geoffrey Abraskin, PT, DPT, CWS


Title: Vice President of Operations

AFFIRMATION

I hereby declare and affirm under the penalties of perjury that the facts stated in the June 23, 2017 Response by Amedisys Maryland, LLC to May 24, 2017 Completeness Questions are true and correct to the best of my knowledge, information and belief.

Date:

6/23/17



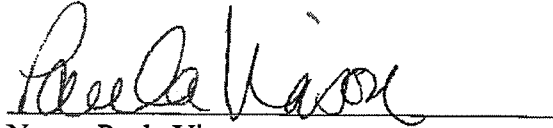
Name: Michelle Gee

Title: Regional Director of Financial Operations

AFFIRMATION

I hereby declare and affirm under the penalties of perjury that the facts stated in the June 23, 2017 Response by Amedisys Maryland, LLC to May 24, 2017 Completeness Questions are true and correct to the best of my knowledge, information and belief.

Date: June 23, 2017

A handwritten signature in black ink, appearing to read "Paula Vinson", written over a horizontal line.

Name: Paula Vinson

Title: Director, Regulatory

AFFIRMATION

I hereby declare and affirm under the penalties of perjury that the facts stated in the June 23, 2017 Response by Amedisys Maryland, LLC to May 24, 2017 Completeness Questions are true and correct to the best of my knowledge, information and belief.

Date:

6/23/17

Name:

Title:

Lorraine M. Bryan

Area Vice President
Business Development

EXHIBIT 21

MARYLAND HOME HEALTH ORGANIZATIONAL STRUCTURE

Holding Company

AMEDISYS, INC.
(Delaware Corporation)

Amedisys Holding, L.L.C.
100%

2016-17-18-19-20-21-22-23-24-25-26-27-28-29-30-31-32-33-34-35-36-37-38-39-40-41-42-43-44-45-46-47-48-49-50-51-52-53-54-55-56-57-58-59-60-61-62-63-64-65-66-67-68-69-70-71-72-73-74-75-76-77-78-79-80-81-82-83-84-85-86-87-88-89-90-91-92-93-94-95-96-97-98-99-100

amedisys



Amedisys Maryland, L.L.C.

Amedisys Maryland, L.L.C. d/b/a Amedisys Home Health - Westminster

Amedisys Maryland, L.L.C. d/b/a Amedisys Home Health - Rosedale

Amedisys Maryland, L.L.C. d/b/a Amedisys Home Health - Glen Burnie

Amedisys Maryland, L.L.C. d/b/a Amedisys Home Health - Salisbury

Amedisys Maryland, L.L.C. d/b/a Amedisys Home Health - Elkton

Amedisys Maryland, L.L.C. d/b/a Amedisys Home Health - Cambridge

Amedisys TLC Acquisition, L.L.C.

TLC Holdings I, L.L.C.






TLC Health Care Services, L.L.C.



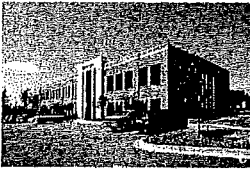
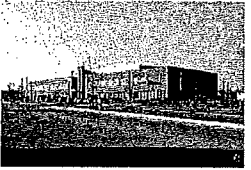
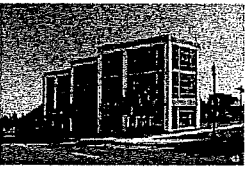
Tender Loving Care Health Care Services Southeast, LLC






Tender Loving Care Health Care Services Southeast, LLC d/b/a Amedisys Home Health Care - Forest Hill



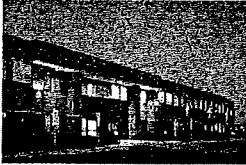
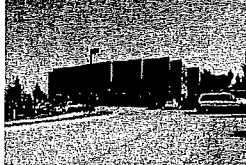

Tender Loving Care Health Care Services Southeast, LLC d/b/a Amedisys Home Health Care - Largo

EXHIBIT 22

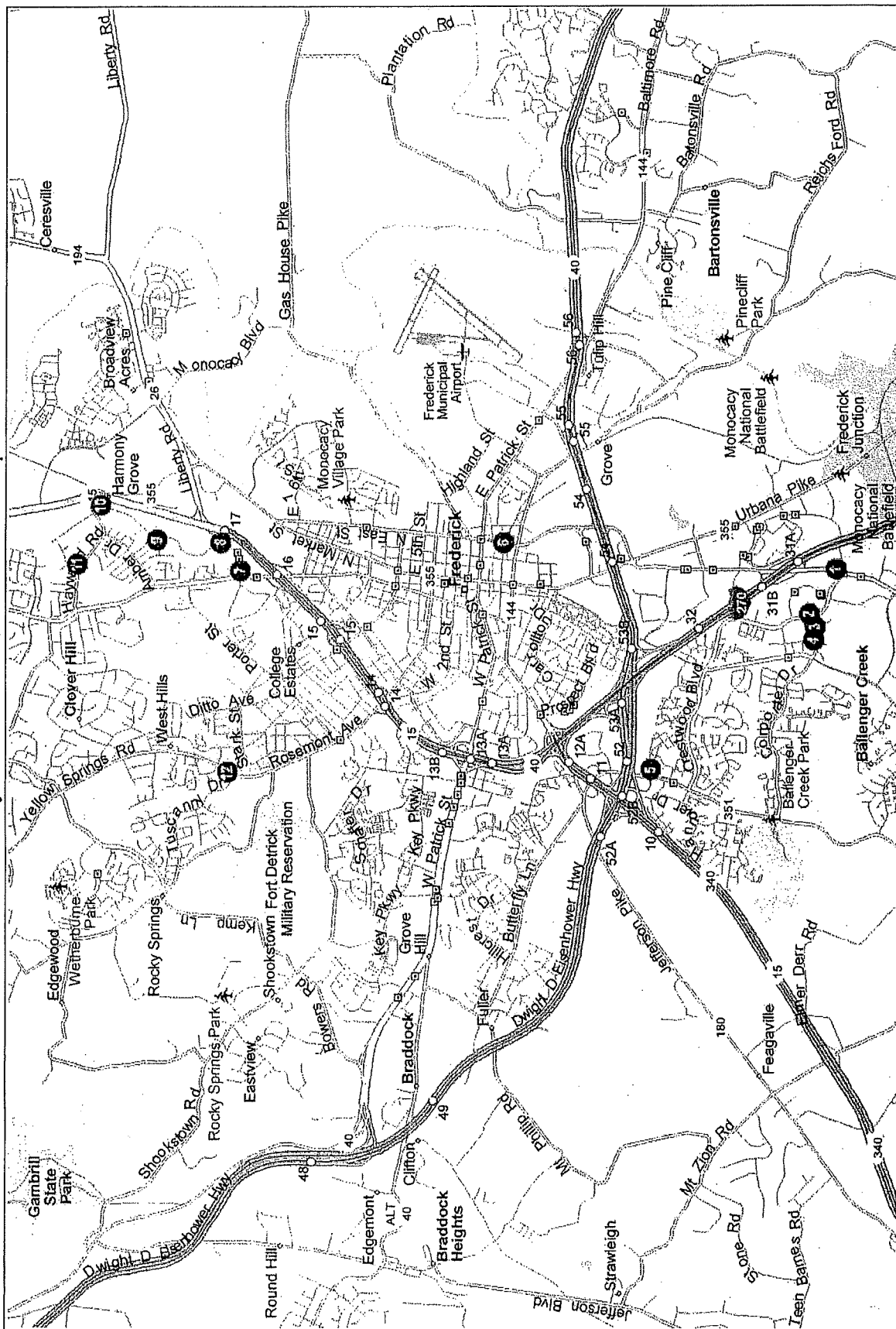
| AVAILABLE BUILDINGS SURVEYED | | | |
|---|--|--|---|
| <div>  <div> AMEDISYS - FREDERICK, MD 1,800 - 2,500 SF June 8, 2017 </div>  </div> | | | |
| AREA | Frederick | Frederick | Frederick |
| MAP | 1 | 2 | 3 |
| The properties below are in map order only; not ranked by preference. | | | |
| BUILDING PHOTO |  |  |  |
| BUILDING NAME | Buckeystown Pike Office Center | Corporate Court/ Westview Corporate Campus | 5283 Corporate Drive - Bldg B |
| ADDRESS | 5301 Buckeystown Pike | 7215 Corporate Ct | 5283 Corporate Dr |
| CITY, STATE, ZIP CODE | Frederick, MD 21704 | Frederick, MD 21703 | Frederick, MD 21703 |
| YEAR BUILT | 1985 | 1989 | 2006 |
| PROPERTY TYPE | B | B | B |
| POTENTIAL REFERRAL SOURCE | No | No | No |
| TOTAL RSF | 80,236 | 56,000 | 48,000 |
| # FLOORS | 4 | 2 | 3 |
| AVAILABLE RSF / % VACANT | 20059 / 25% | 18,000 / 33% | 8,143 / 17% |
| PROPOSED RSF | 1,800 - 2,500 | 2,000 | 1,821 |
| LOCATION | Partial 1st, 2nd, or 3rd Floor | Partial 2nd Floor | Partial 2nd Floor |
| PARKING RATIO & TYPE | 3.5/1,000 - Surface | 3.5/1,000 - Surface | 4.2/1,000 - Surface & Covered |
| SIGNAGE | Directory | Directory | Directory |
| TENANT FINISH RSF / LANDLORD CONTRIBUTES | \$25.00 | \$25.00 | \$25.00 |
| QUOTED RENTAL RATE/RSF | \$17.50 | \$11.50 NNN | \$29.50 |
| ELECTRIC & JANITORIAL EXPENSES (ESTIMATE) | Full Service | \$2.50 Est | Full Service |
| OPERATING EXPENSE ESTIMATE | Full Service | \$5.00 Est | Full Service |
| FULL SERVICE RATE/SF | \$17.50 | \$19.00 | \$29.50 |
| FULL SERVICE RATE/MO | \$2,626.00 - \$3,645.83 | \$3,166.66 | \$4,476.62 |
| COMMENTS | Space is currently in shell condition. Although it has a kitchenette and restrooms in the space. | Space is currently in shell condition. | Space is currently in shell condition. |

| AVAILABLE BUILDINGS SURVEYED | | | |
|---|--|--|---|
| <div>  <div> AMEDISYS - FREDERICK, MD 1,800 - 2,500 SF June 8, 2017 </div>  </div> | | | |
| AREA | Frederick | Frederick | Frederick |
| MAP | 4 | 5 | 6 |
| The properties below are in map order only; not ranked by preference. | | | |
| BUILDING PHOTO |  |  |  |
| BUILDING NAME | Westview Corporate Center I - Bldg A | Ballenger Creek Office Center | 150 S East Street |
| ADDRESS | 5291 Corporate Dr | 321 Ballenger Center Dr | 150 S East St |
| CITY, STATE, ZIP CODE | Frederick, MD 21703 | Frederick, MD 21703 | Frederick, MD 21701 |
| YEAR BUILT | 2004 | 2002 | 2014 |
| PROPERTY TYPE | B | B | B |
| POTENTIAL REFERRAL SOURCE | No | No | No |
| TOTAL RSF | 23,429 | 81,637 | 30,000 |
| # FLOORS | 2 | 2 | 4 |
| AVAILABLE RSF / % VACANT | 11,432 / 51% | 38,694 / 53% | 21,600 / 72% |
| PROPOSED RSF | 1,869 | 1,941 | 1,800 - 2,500 |
| LOCATION | Partial 2nd Floor | Partial 2nd Floor | Partial 1st, 2nd, or 3rd Floor |
| PARKING RATIO & TYPE | 4.2/1,000 - Surface | 5.3/1,000 - Surface | 2/1,000 - Surface |
| SIGNAGE | Directory | Directory | TBD |
| TENANT FINISH RSF / LANDLORD CONTRIBUTES | \$25.00 | \$25.00 | \$25.00 |
| QUOTED RENTAL RATE/RSF | \$30.50 | \$20.50 NNN | \$24.00 |
| ELECTRIC & JANITORIAL EXPENSES (ESTIMATE) | Full Service | \$2.50 Est | Full Service |
| OPERATING EXPENSE ESTIMATE | Full Service | \$8.00 Est | Full Service |
| FULL SERVICE RATE/SF | \$30.50 | \$31.00 | \$24.00 |
| FULL SERVICE RATE/MO | \$4,750.37 | \$5,014.25 | \$3,600.00 - \$5,000.00 |
| COMMENTS | Space is currently built-out as office space. It has 5 offices, a kitchen, conference room, reception area, and a large suit room. | Space is currently built-out as office space. It has 7 offices, reception area, kitchenette, and 3 conference rooms. | Space is currently in shell condition. |

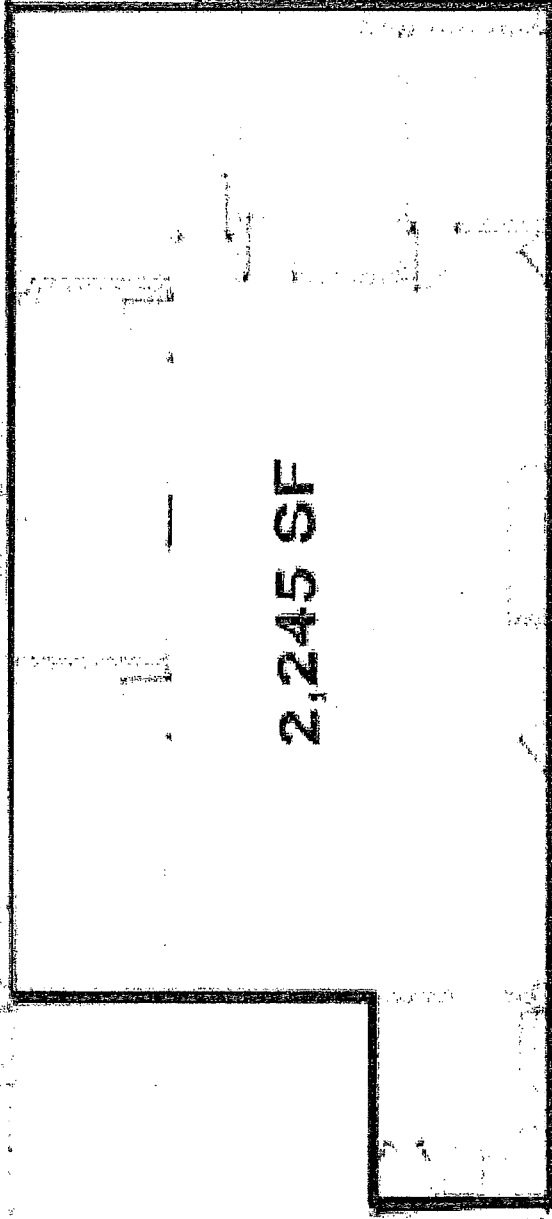
| AVAILABLE BUILDINGS SURVEYED | | | |
|---|---|--|--|
| <div>  <div> AMEDISYS - FREDERICK, MD 1,800 - 2,500 SF June 8, 2017 </div>  </div> | | | |
| AREA | Frederick | Frederick | Frederick |
| MAP | 7 | 8 | 9 |
| The properties below are in map order only; not ranked by preference. | | | |
| BUILDING PHOTO |  |  |  |
| BUILDING NAME | Amber Meadows Professional Bldg | Aspen Ridge Professional Center 2 | 92 Thomas Johnson Drive |
| ADDRESS | 198 Thomas Johnson Dr | 163 Thomas Johnson Dr | 92 Thomas Johnson Dr |
| CITY, STATE, ZIP CODE | Frederick, MD 21702 | Frederick, MD 21702 | Frederick, MD 21702 |
| YEAR BUILT | 1981 | 2014 | 1988 |
| PROPERTY TYPE | B | A | B |
| POTENTIAL REFERRAL SOURCE | No | No | No |
| TOTAL RSF | 46,327 | 24,276 | 56,308 |
| # FLOORS | 2 | 1 | 2 |
| AVAILABLE RSF / % VACANT | 12,173 / 27% | 12,500 / 51% | 17,888 / 32% |
| PROPOSED RSF | 1,860 - 2,585 | 2,500 | 1,994 - 2,500 |
| LOCATION | Partial 1st Floor | Partial 1st Floor | Partial 1st or 2nd Floor |
| PARKING RATIO & TYPE | 4.6/1,000 - Surface | 4.3/1,000 - Surface | 4/1,000 - Surface |
| SIGNAGE | Directory | TBD | Directory |
| TENANT FINISH RSF / LANDLORD CONTRIBUTES | \$25.00 | \$25.00 | \$25.00 |
| QUOTED RENTAL RATE/RSF | \$18.00 NNN | \$23.00 NNN | \$19.50 NNN |
| ELECTRIC & JANITORIAL EXPENSES (ESTIMATE) | \$2.50 Est | \$2.50 Est | \$2.50 Est |
| OPERATING EXPENSE ESTIMATE | \$3.00 Est | \$5.00 Est | \$7.25 Est |
| FULL SERVICE RATE/SF | \$23.50 | \$30.50 | \$29.25 |
| FULL SERVICE RATE/MO | \$3,642.50 - \$5,062.29 | \$6,354.16 | \$4,860.37 - \$6,093.75 |
| COMMENTS | There are two available spaces on the 1st floor, one space is 1,860 SF and the other is 725 SF. These spaces can be contiguous if needed to be. | There are 5 spaces available in this building and each space is 2,500 SF. | There is one space available on the 1st floor that is 1,994 SF. The available space on the second floor can be anywhere from 2,000 - 7,800 SF. |

| AVAILABLE BUILDINGS SURVEYED | | | |
|---|---|--|---|
| <div>  <div> AMEDISYS - FREDERICK, MD 1,800 - 2,500 SF June 8, 2017 </div>  </div> | | | |
| AREA | Frederick | Frederick | Frederick |
| MAP | 10 | 11 | 12 |
| The properties below are in map order only; not ranked by preference. | | | |
| BUILDING PHOTO |  |  |  |
| BUILDING NAME | Patriot Professional Center | CloverView Professional Center | Yellow Springs Professional Center |
| ADDRESS | 45 Thomas Johnson Dr | 7420 Hayward Rd | 100 Tuscanny Dr |
| CITY, STATE, ZIP CODE | Frederick, MD 21702 | Frederick, MD 21702 | Frederick, MD 21702 |
| YEAR BUILT | 2008 | 2004 | 2001 |
| PROPERTY TYPE | A | B | B |
| POTENTIAL REFERRAL SOURCE | Yes | No | No |
| TOTAL RSF | 56,600 | 18,675 | 21,048 |
| # FLOORS | 2 | 2 | 1 |
| AVAILABLE RSF / % VACANT | 6,035 / 10% | 4,232 / 23% | 4,484 / 22% |
| PROPOSED RSF | 2,010 | 1,773 - 2,500 | 1,888 - 2,500 |
| LOCATION | Partial 2nd Floor | Partial 1st Floor | Partial 1st Floor |
| PARKING RATIO & TYPE | 4.8/1,000 - Surface | 4.5/1,000 - Surface | 4.12/1,000 - Surface |
| SIGNAGE | Directory | TBD | Building |
| TENANT FINISH RSF / LANDLORD CONTRIBUTES | \$25.00 | \$25.00 | \$25.00 |
| QUOTED RENTAL RATE/RSF | \$24.50 NNN | \$18.00 NNN | \$19.00 NNN |
| ELECTRIC & JANITORIAL EXPENSES (ESTIMATE) | TBD E & J Est | \$2.50 Est | \$2.50 Est |
| OPERATING EXPENSE ESTIMATE | \$10.00 NNN Est | \$3.50 Est | \$4.00 Est |
| FULL SERVICE RATE/SF | \$34.50 | \$24.00 | \$25.50 |
| FULL SERVICE RATE/MO | \$5,778.75 | \$3,546.00 - \$5,000.00 | \$4,012.00 - \$5,312.50 |
| COMMENTS | <p>The property owner is CNL Healthcare Properties, Inc.</p> <p>Space is currently built-out as medical space. Building/space in great condition, and provides great location for a medical office.</p> | <p>Space is partially built-out as office space.</p> | <p>Space is currently built-out as office space.</p> |

Amedisys - Frederick, MD - Area Map



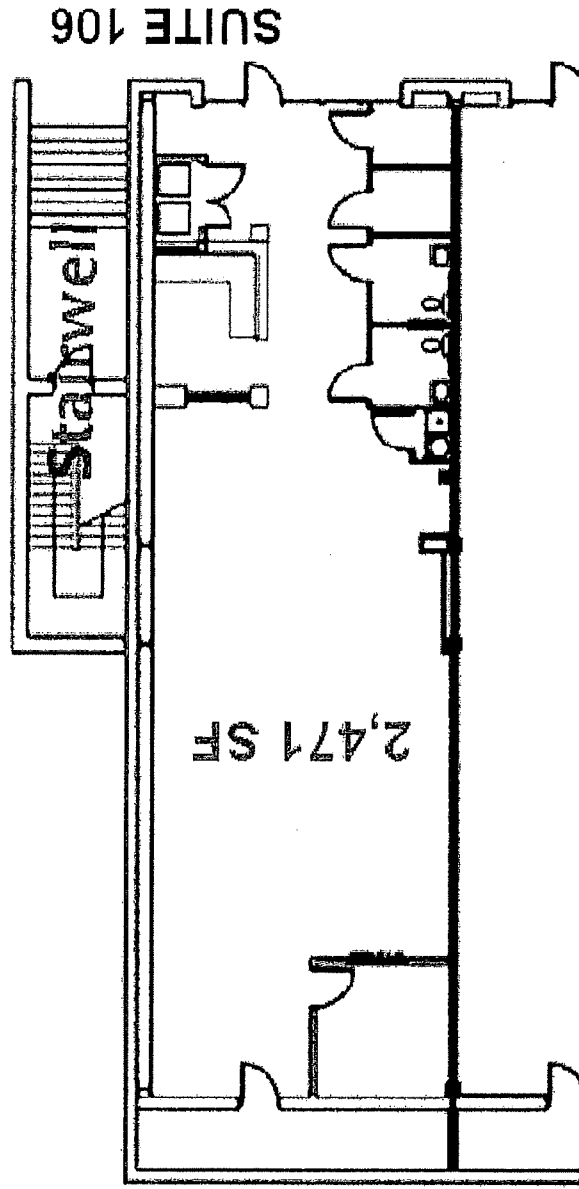
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 Certain mapping and direction data © 2012 NAVTEQ. All rights reserved. The Data for areas of Canada includes information taken with permission from Canadian authorities, including: © Her Majesty the Queen in Right of Canada, © Queen's Printer for
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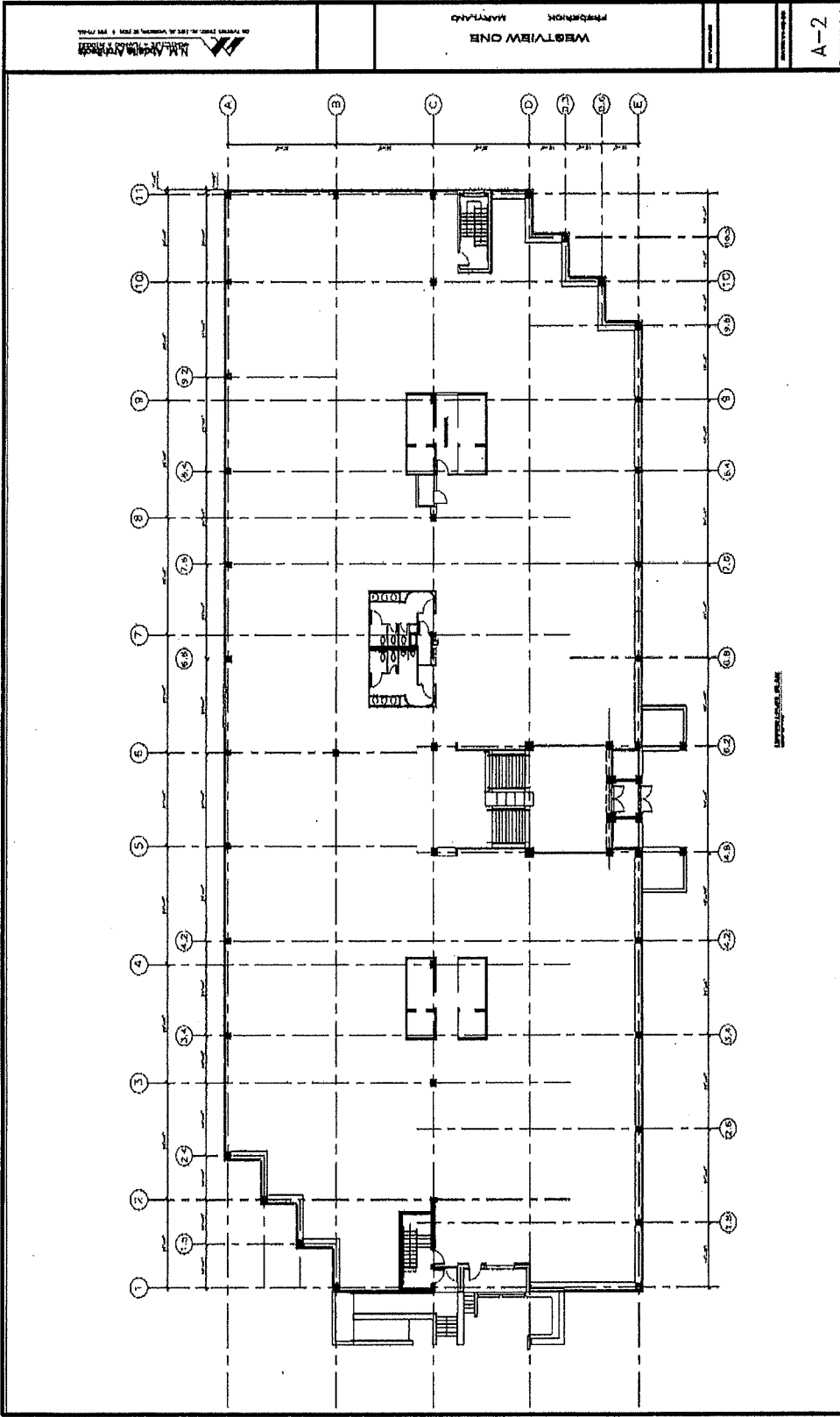


SUITE 304

5301 Buckeystown Pike

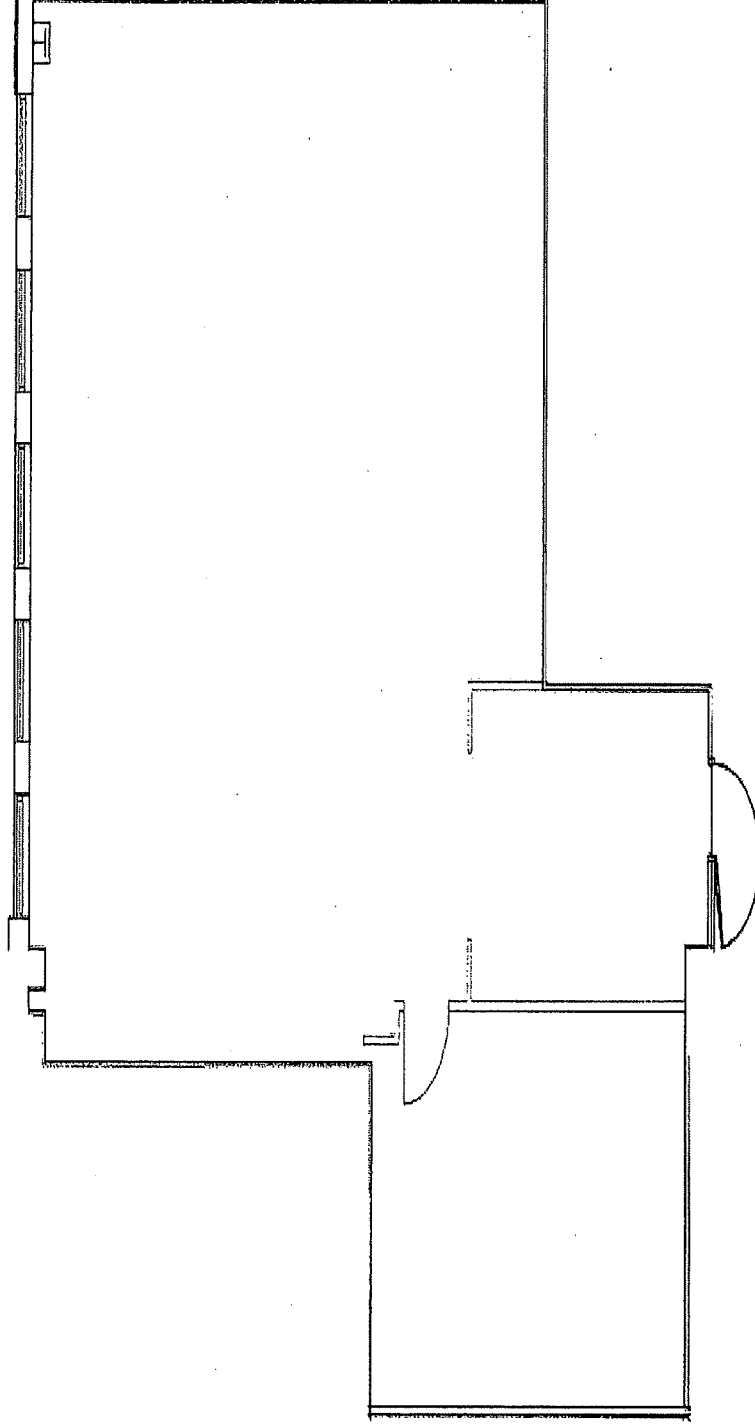
5301 Buckeystown Pike



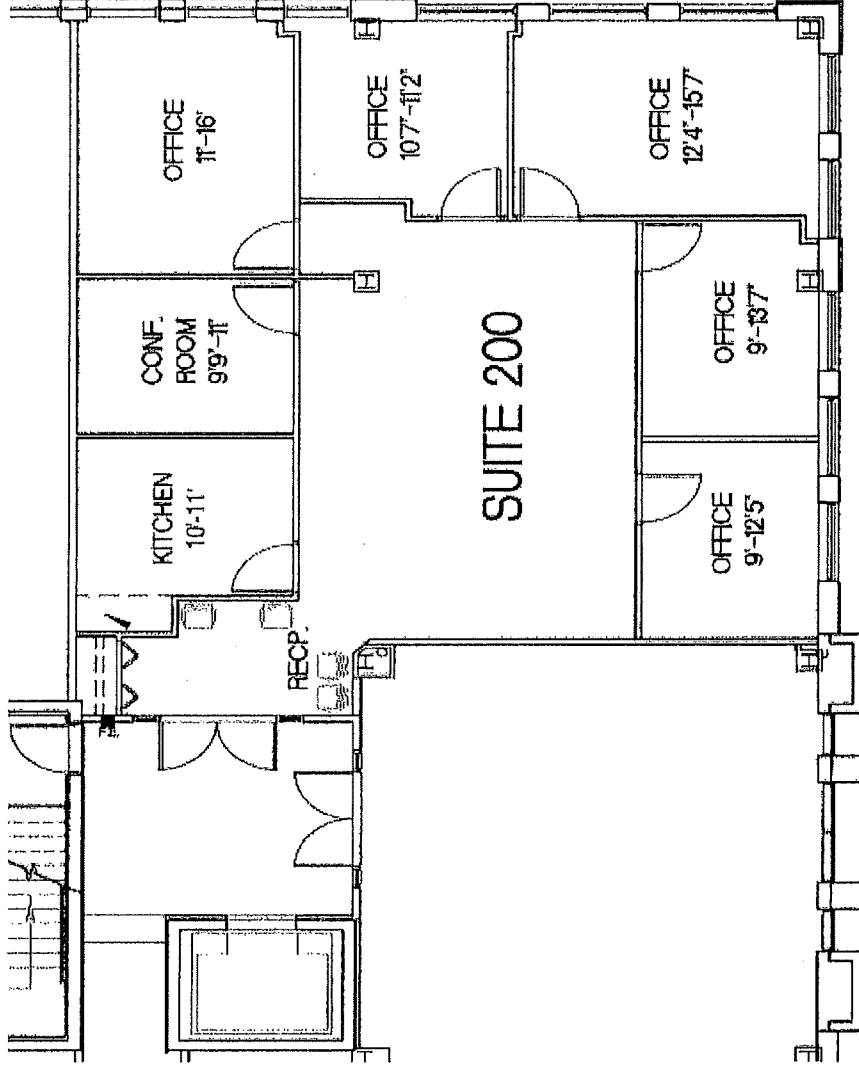


7215 Corporate Ct

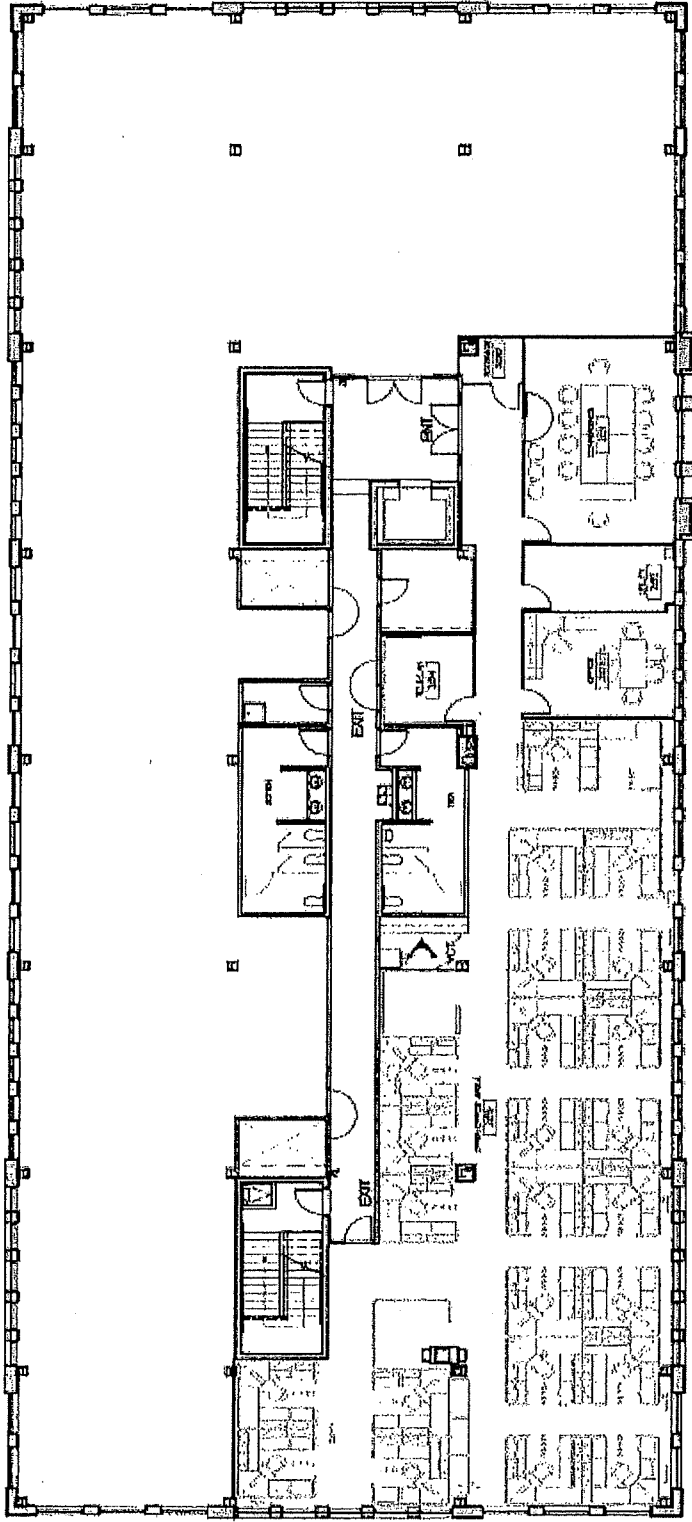
Suite 204
1,821 sf



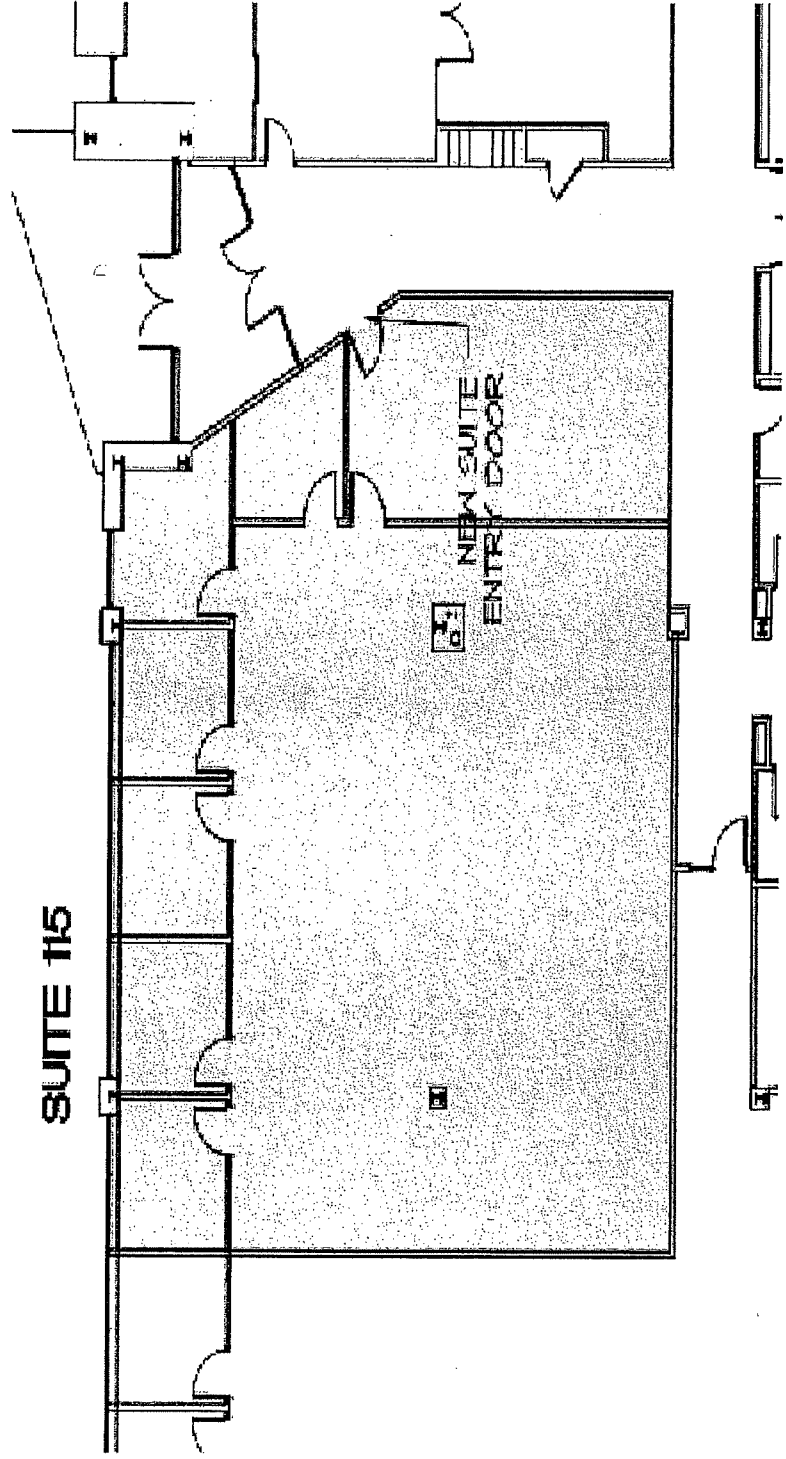
5283 Corporate Dr



5291 Corporate Dr

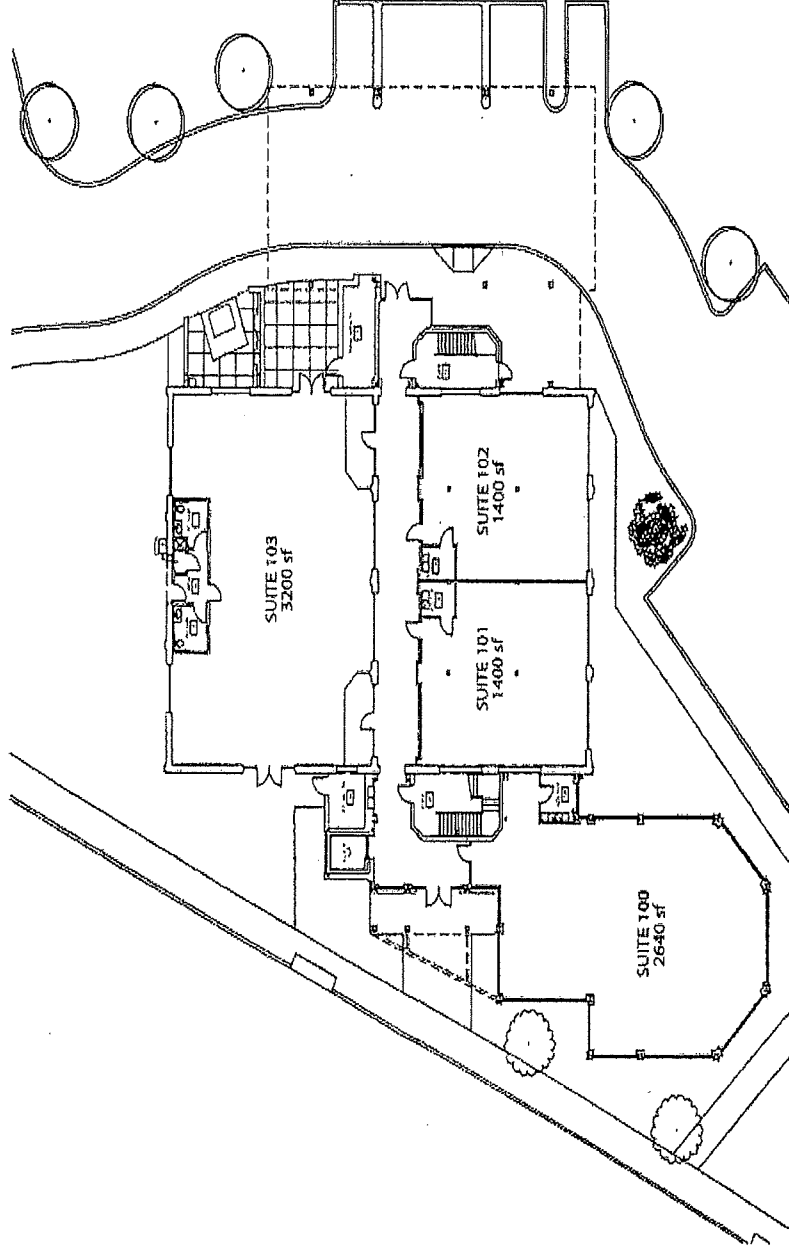


5291 Corporate Dr



SUITE 115

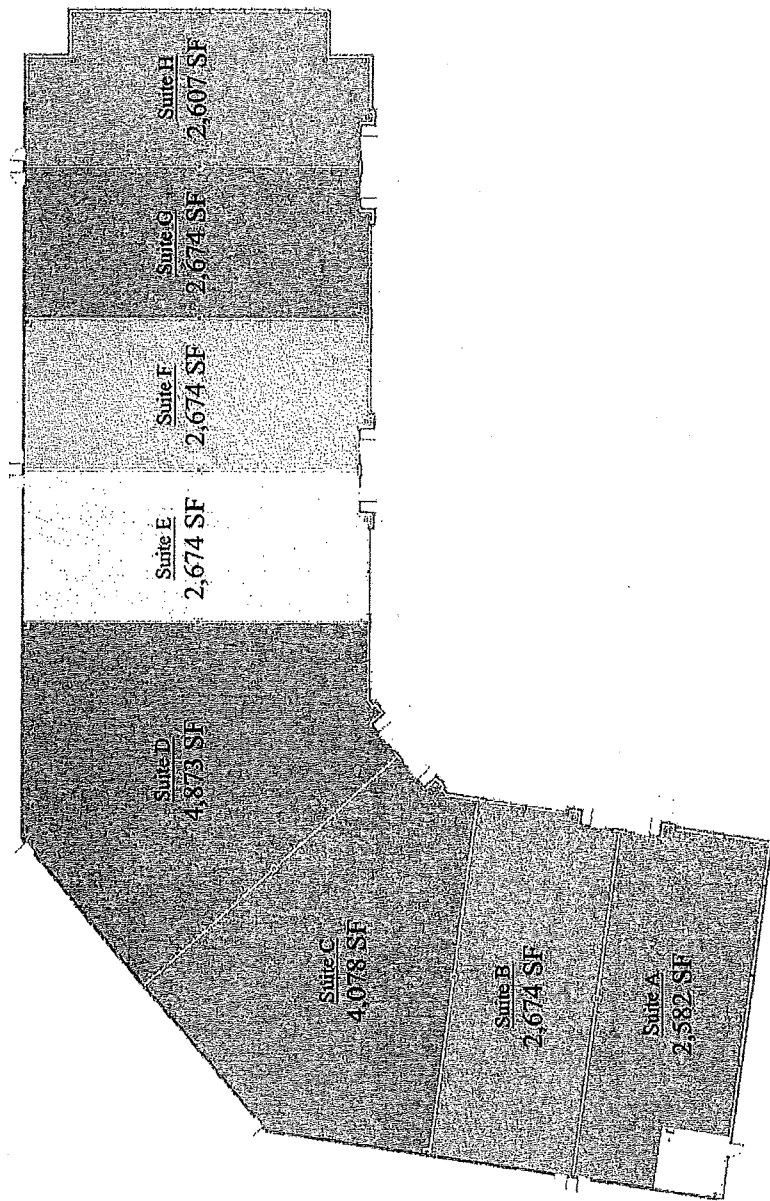
321 Ballenger Center Dr



150 S East St

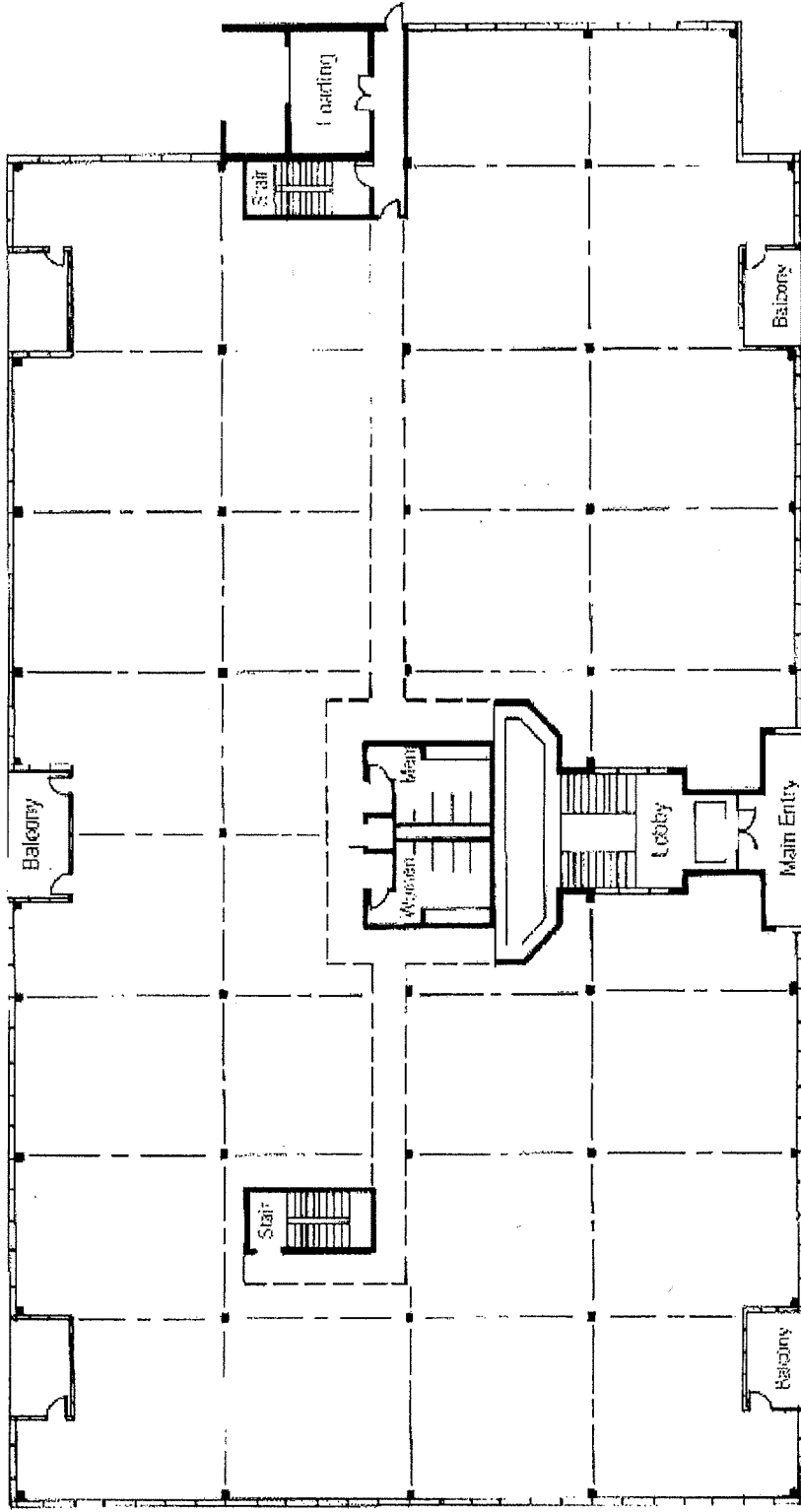
No Floor Plan Available

198 Thomas Johnson Dr



Aspen Ridge Professional Center
163 Thomas Johnson Drive Frederick, Maryland 21702
Potential Tenant Spaces

163 Thomas Johnson Dr

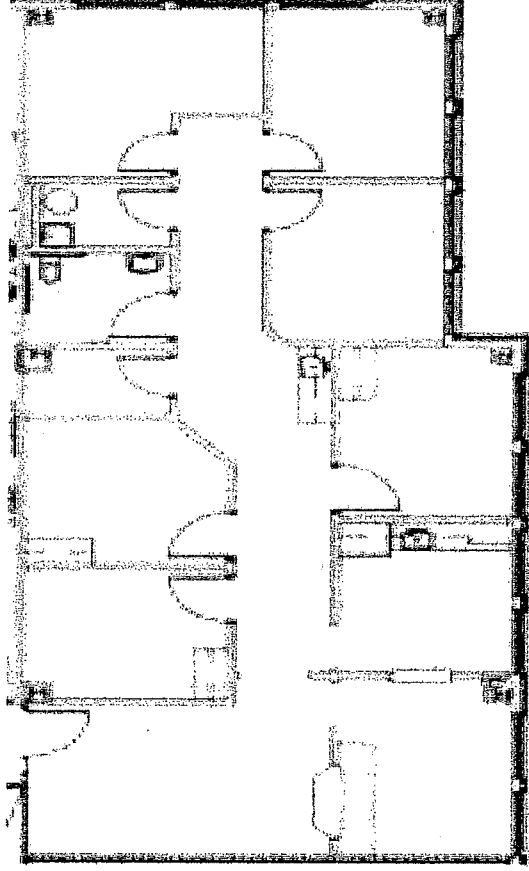


92 Thomas Johnson Dr

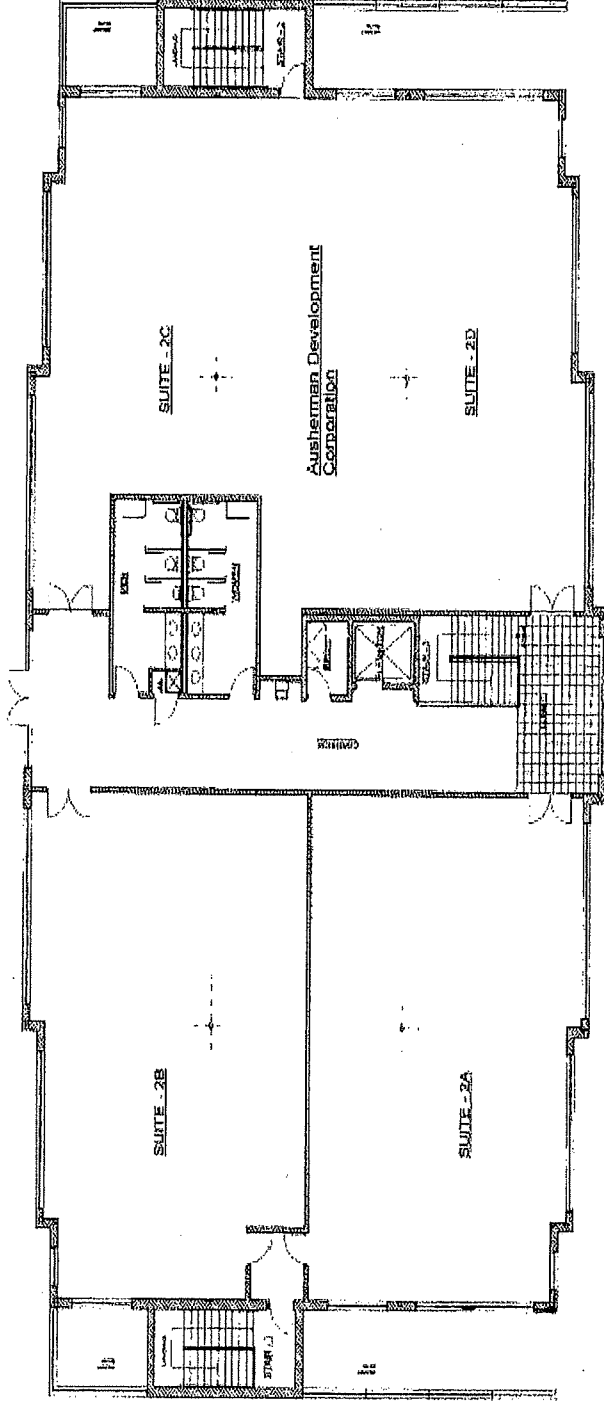
PATRIOT PROFESSIONAL CENTER

45 THOMAS JOHNSON DRIVE
FREDERICK, MD 21702

SUITE 212 / 2,010 RSF



45 Thomas Johnson Dr

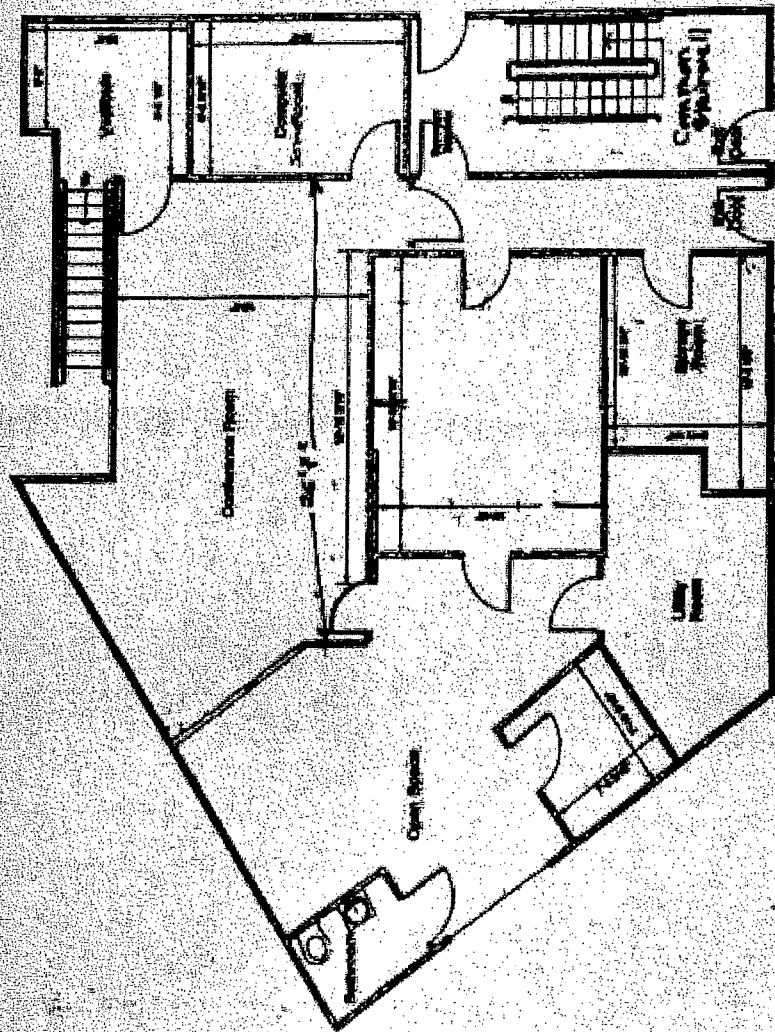


FLOOR PLAN - LEVEL 2

CLOVERVIEW PROFESSIONAL CENTER

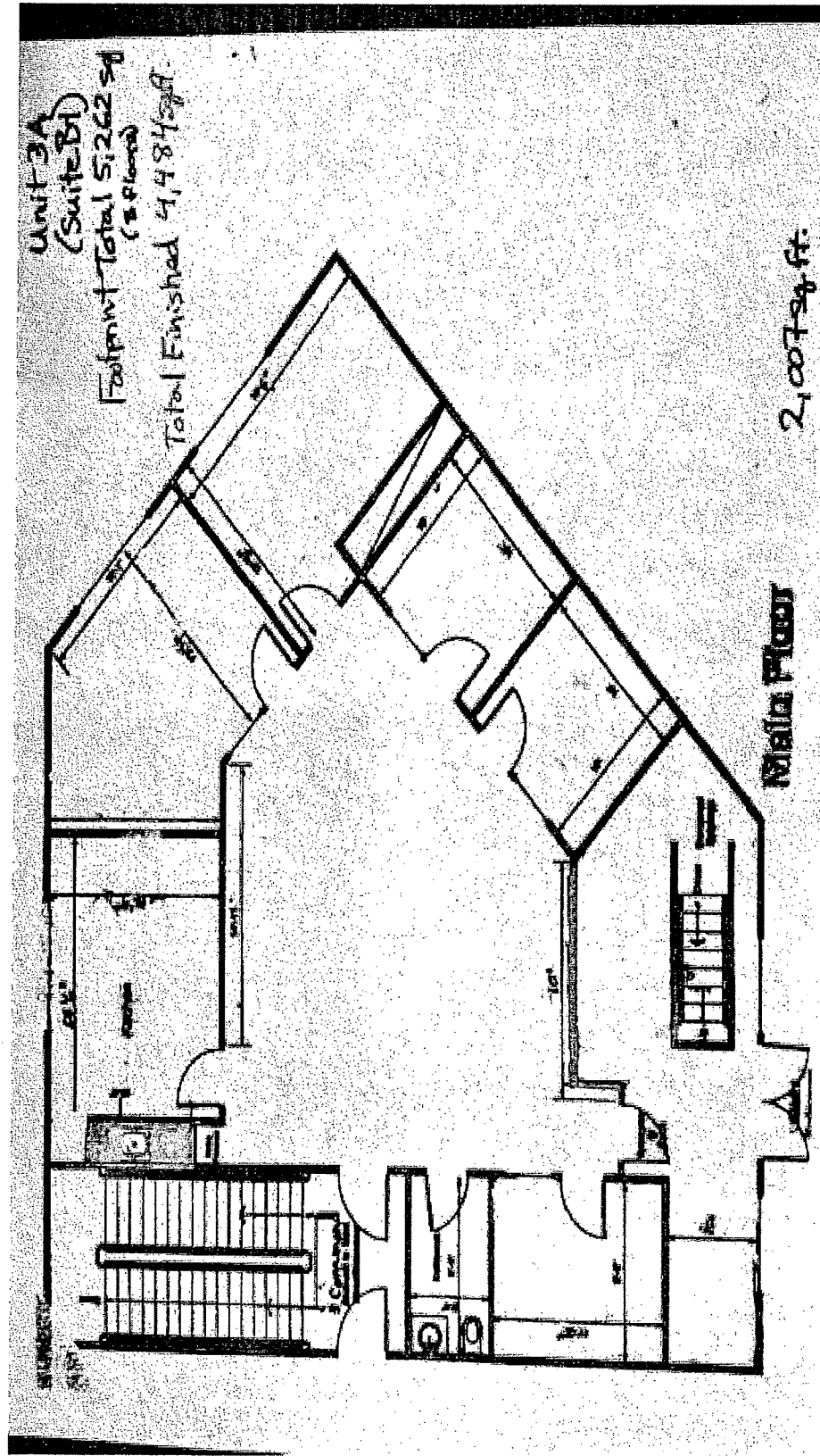
7420 Hayward Rd

UNIT 3A
(Suite B-1)



Terrace Level
1,000 sq. ft.

100 Tuscanny Dr



100 Tuscanny Dr

EXHIBIT 23

VINDOBONA NURSING HOME AND REHABILITATION

6012 JEFFERSON BLVD

FREDERICK, MD 21703

301-371-7160

CONTACT REBECCA ICHLEBURGER- YES

NORTHAMPTON MANOR NURSING AND REHABILITATION

200 EAST 16TH ST

FREDERICK MD 21702

301-662-8700

AMY WIINSTON SOCIAL WORK-

HOMEWOOD AT CRUMLAND FARMS

7407 WILLOW ROAD

FREDERICK MD 21702

301-644-5600

DORY-YES

ARTY BOBBLE-LEFT MESSAGE

GOLDEN LIVING CENTER

33 NORTH PLACE

FREDERICK, MD 21701

301-695-6618

SARA AND GAYLE MSW-HAVE HOME HEALTH CARE- MAY BE A NEED

CITEZENS NURSING HOME

1920 ROSEMONT AVE

FREDERICK, MD 21702

301-620-0108

NO CALL BACK LEFT MESSAGE

WARM HEART FAMILY ASSISTED LIVING

752 DOGWOOD CT

FREDERICK MD 240-398-1433

RESPIRE, LONGTERM CARE, ASSISTED LIVING

Message left-

TRANQUILITY AT FREDERICKTOWNE

6441 JEFFERSON PIKE

FREDERICK MD 21703

301-668-6030

WANDA-YES

EXHIBIT 24



NEIGHBORHOODS OF ST. JOSEPH'S MINISTRIES

ST. CATHERINE'S • ST. VINCENT'S

331 SOUTH SETON AVENUE • EMMITSBURG, MARYLAND 21727
www.SJMnursingandrehab.org

June 19, 2017

RE: Amedisys joining Frederick County

To whom it may concern;

I am the Director of Social Services at St. Joseph's Ministries and work with our team to coordinate safe discharge plans for our subacute rehabilitation residents. As a discharge planner, I would welcome the opportunity to offer Amedisys as an option for homecare. There have been times when start of care was delayed due to the selected agency's inability to staff the case. I believe it is always good to have multiple options to offer residents to continue care when they return home. I would be interested in pursuing a future relationship with Amedisys regarding their joining of the network in Frederick County.

Sincerely,

Stacey Hartman, LCSW-C
Director of Social Services
St. Joseph's Ministries
301-447-7179

2nd Family Home Health Services, LLC
6200 Georgetown Blvd. suite E
Eldersburg, MD 21784
Phone: (443) 609-3640
Email: info@2ndfamily.com
www.2ndfamily.com



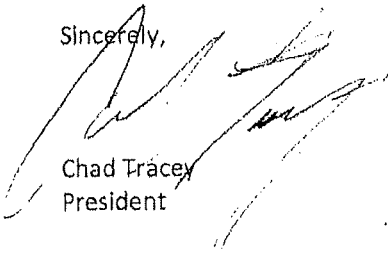
May 9, 2017

Dear Sir or Madam:

This is a good news letter! My Agency uses Amedisys Home Health services in Carroll County, and our experience has been that exemplary patient care at Admedysis' top priority. Whether nursing or physical therapy is required, their clinicians treat each patient encounter professionally with clinical expertise while maintaining a personal patient experience. If my patients need Nursing or Therapy services, Amedisys is staffed and ready to meet their needs at any time. The referral process is accommodating to my practice, and their clinicians are easily accessible around the clock.

My Agency as well as my patients, have confidence in, and trust Amedisys home health care. Their focus is on Clinical excellence and improving outcomes. I support Amedisys Home Health Care. Amedisys provides patient updates while working with our facility to reduce unnecessary re-admissions to the hospital. The clinicians at Amedisys work to improve the quality of life of their patients, and ensure their patients are staffed with all the services that allow them to heal and recover in the comfort of their home. I do feel there is a need for another Home Health Care provider in Frederick County. Amedisys offers SN, PT, OT, ST, MSW, and HHA services which would benefit my patient population. Due to their strong commitment to clinical excellence, which reflects in their patient outcomes (or low ACH rates), I'm asking for the state to approve them in being able to expand their services in Frederick county. Thank you for your time and consideration.

Sincerely,



Chad Tracey
President



New Life Assisted Living

6901 Scarlet Oak Drive Elkridge, MD 21075 410-796-8602

Alvin Thomas, President

Phone 410-926-0419

Fax 410-796-8807

Dear Sir or Madam:

This is a good news letter! My Agency uses Amedisys Home Health services in Howard County, and our experience has been that exemplary patient care at Admedysis' top priority. Whether nursing or physical therapy is required, their clinicians treat each patient encounter professionally with clinical expertise while maintaining a personal patient experience. If my patients need Nursing or Therapy services, Amedisys is staffed and ready to meet their needs at any time. The referral process is accommodating to my practice, and their clinicians are easily accessible around the clock.

My Agency as well as my patients, have confidence in, and trust Amedisys home health care. Their focus is on Clinical excellence and improving outcomes. I support Amedisys Home Health Care. Amedisys provides patient updates while working with our facility to reduce unnecessary re-admissions to the hospital. The clinicians at Amedisys work to improve the quality of life of their patients, and ensure their patients are staffed with all the services that allow them to heal and recover in the comfort of their home. I do feel there is a need for another Home Health Care provider in Frederick County. Amedisys offers SN, PT, OT, ST, MSW, and HHA services which would benefit my patient population. Due to their strong commitment to clinical excellence, which reflects in their patient outcomes (or low ACH rates), I'm asking for the state to approve them in being able to expand their services in Frederick county. Thank you for your time and consideration.

Sincerely,

Alvin Thomas

President, CEO



CommuniCare
Family of Companies

Dear Sir or Madam:

This is a good news letter! My Agency uses Amedisys Home Health services in Carroll County, and our experience has been that exemplary patient care at Admedysis' top priority. Whether nursing or physical therapy is required, their clinicians treat each patient encounter professionally with clinical expertise while maintaining a personal patient experience. If my patients need Nursing or Therapy services, Amedisys is staffed and ready to meet their needs at any time. The referral process is accommodating to my practice, and their clinicians are easily accessible around the clock.

My Agency as well as my patients, have confidence in, and trust Amedisys home health care. Their focus is on Clinical excellence and improving outcomes. I support Amedisys Home Health Care. Amedisys provides patient updates while working with our facility to reduce unnecessary re-admissions to the hospital. The clinicians at Amedisys work to improve the quality of life of their patients, and ensure their patients are staffed with all the services that allow them to heal and recover in the comfort of their home. I do feel there is a need for another Home Health Care provider in Frederick County. Amedisys offers SN, PT, OT, ST, MSW, and HHA services which would benefit my patient population. Due to their strong commitment to clinical excellence, which reflects in their patient outcomes (or low ACH rates), I'm asking for the state to approve them in being able to expand their services in Frederick county. Thank you for your time and consideration.

Sincerely,

Carrie Bruster
Assistant Executive Director

EXHIBIT 25

Historical and Projected Total Population for Maryland's Jurisdictions (Revisions, July 2014)

| | Census 1970 | Census 1980 | Census 1990 | Census 2000 | Census 2010 | 2015 | 2020 | 2025 | 2030 | 2035 | 2040 |
|-----------------------------------|----------------|----------------|----------------|----------------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| MARYLAND | 3,923,897 | 4,216,933 | 4,780,753 | 5,296,486 | 5,773,552 | 6,010,150 | 6,224,550 | 6,429,750 | 6,612,200 | 6,762,300 | 6,889,700 |
| BALTIMORE REGION | 2,071,016 | 2,173,989 | 2,348,219 | 2,512,431 | 2,662,691 | 2,746,250 | 2,827,900 | 2,885,650 | 2,933,500 | 2,974,100 | 3,014,900 |
| Anne Arundel County | 298,042 | 370,775 | 427,239 | 489,656 | 537,656 | 559,600 | 580,000 | 593,600 | 606,700 | 618,200 | 628,050 |
| Baltimore County | 620,409 | 655,615 | 692,134 | 754,292 | 805,029 | 832,050 | 847,000 | 857,000 | 862,200 | 869,500 | 880,750 |
| Carroll County | 69,006 | 96,356 | 123,372 | 150,897 | 167,134 | 168,550 | 175,900 | 179,450 | 183,250 | 186,200 | 189,550 |
| Harford County | 115,378 | 145,930 | 182,132 | 218,590 | 244,826 | 252,000 | 258,650 | 265,100 | 273,150 | 281,050 | 291,100 |
| Howard County | 62,394 | 118,572 | 187,328 | 247,842 | 287,085 | 309,050 | 332,250 | 346,500 | 357,100 | 363,500 | 366,350 |
| Baltimore City | 905,787 | 786,741 | 736,014 | 651,154 | 620,961 | 625,000 | 634,100 | 644,000 | 651,100 | 655,650 | 659,100 |
| WASHINGTON SUBURBAN REGION | 1,269,455 | 1,358,916 | 1,635,788 | 1,870,133 | 2,068,582 | 2,181,950 | 2,247,150 | 2,325,600 | 2,402,500 | 2,464,050 | 2,508,750 |
| Frederick County | 84,927 | 114,792 | 150,208 | 195,277 | 233,385 | 245,600 | 265,650 | 285,950 | 304,050 | 319,800 | 334,100 |
| Montgomery County | 522,809 | 579,053 | 757,027 | 873,341 | 971,777 | 1,036,000 | 1,067,000 | 1,110,000 | 1,153,900 | 1,186,600 | 1,206,800 |
| Prince George's County | 661,719 | 665,071 | 728,553 | 801,515 | 863,420 | 900,350 | 914,500 | 929,650 | 944,550 | 957,650 | 967,850 |
| SOUTHERN MARYLAND REGION | 115,748 | 167,284 | 228,500 | 281,320 | 340,439 | 362,650 | 395,100 | 426,200 | 451,100 | 469,500 | 485,650 |
| Calvert County | 20,682 | 34,638 | 51,372 | 74,563 | 88,737 | 91,650 | 95,600 | 98,350 | 100,200 | 101,050 | 101,450 |
| Charles County | 47,678 | 72,751 | 101,154 | 120,546 | 146,551 | 157,100 | 174,350 | 190,650 | 202,150 | 212,300 | 220,850 |
| St. Mary's County | 47,388 | 59,895 | 75,974 | 86,211 | 105,151 | 113,900 | 125,150 | 137,200 | 148,750 | 156,150 | 163,350 |
| WESTERN MARYLAND REGION | 209,349 | 220,124 | 224,477 | 236,699 | 252,614 | 255,950 | 266,050 | 277,050 | 287,100 | 295,200 | 302,250 |
| Allegheny County | 84,044 | 80,548 | 74,946 | 74,930 | 75,087 | 74,650 | 75,150 | 75,900 | 76,650 | 76,900 | 77,050 |
| Garrett County | 21,476 | 26,490 | 28,138 | 29,846 | 30,097 | 30,100 | 30,600 | 31,200 | 31,550 | 31,700 | 31,750 |
| Washington County | 103,829 | 113,086 | 121,393 | 131,923 | 147,430 | 151,200 | 160,300 | 169,950 | 178,900 | 186,600 | 193,450 |
| UPPER EASTERN SHORE REGION | 131,322 | 151,380 | 180,726 | 209,295 | 239,951 | 247,350 | 260,500 | 277,050 | 291,550 | 305,400 | 317,850 |
| Caroline County | 19,781 | 23,143 | 27,035 | 29,772 | 33,066 | 33,900 | 36,050 | 38,250 | 40,450 | 42,750 | 44,950 |
| Cecil County | 53,291 | 60,430 | 71,347 | 85,951 | 101,108 | 103,600 | 108,600 | 117,300 | 125,250 | 132,900 | 139,650 |
| Kent County | 16,146 | 16,695 | 17,842 | 19,197 | 20,197 | 20,600 | 21,400 | 22,100 | 22,600 | 23,050 | 23,500 |
| Queen Anne's County | 18,422 | 25,508 | 33,953 | 40,563 | 47,798 | 50,150 | 53,600 | 57,350 | 60,350 | 63,150 | 65,750 |
| Talbot County | 23,682 | 25,604 | 30,549 | 33,812 | 37,782 | 39,100 | 40,850 | 42,050 | 42,900 | 43,550 | 44,000 |
| LOWER EASTERN SHORE REGION | 127,007 | 145,240 | 163,043 | 186,608 | 209,275 | 216,000 | 227,850 | 238,200 | 246,450 | 254,050 | 260,300 |
| Dorchester County | 29,405 | 30,623 | 30,236 | 30,674 | 32,618 | 33,250 | 34,800 | 36,550 | 37,850 | 39,100 | 40,000 |
| Somerset County | 18,924 | 19,188 | 23,440 | 24,747 | 26,470 | 26,900 | 27,750 | 28,500 | 28,950 | 29,350 | 29,550 |
| Wicomico County | 54,236 | 64,540 | 74,339 | 84,644 | 98,733 | 102,950 | 109,200 | 114,400 | 119,200 | 123,650 | 127,650 |
| Worcester County | 24,442 | 30,889 | 35,028 | 46,543 | 51,454 | 52,900 | 56,100 | 58,750 | 60,450 | 61,950 | 63,100 |

Projections for the Baltimore Region based on Rounds 8A from the Baltimore Metropolitan Council of Government's Cooperative Forecasting Committee.

Projections for the Washington Suburban Region based on Round 8.3 of the Metropolitan Washington Council of Governments Cooperative Forecasting Committee.

Prepared by the Maryland Department of Planning, July 2014.

Historical and Projected Total Population for Maryland's Jurisdictions - Annualized Growth Rates
(Revisions, July 2014)

| | 1970- 1980 | 1980- 1990 | 1990- 2000 | 2000- 2010 | 2010- 2015 | 2015- 2020 | 2020- 2025 | 2025- 2030 | 2030- 2035 | 2035- 2040 |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| MARYLAND | 0.72% | 1.26% | 1.03% | 0.87% | 0.81% | 0.70% | 0.65% | 0.56% | 0.45% | 0.37% |
| BALTIMORE REGION | 0.49% | 0.77% | 0.68% | 0.58% | 0.62% | 0.59% | 0.41% | 0.33% | 0.28% | 0.27% |
| Anne Arundel County | 2.21% | 1.43% | 1.37% | 0.94% | 0.80% | 0.72% | 0.46% | 0.44% | 0.38% | 0.32% |
| Baltimore County | 0.55% | 0.54% | 0.86% | 0.65% | 0.66% | 0.36% | 0.24% | 0.12% | 0.17% | 0.26% |
| Carroll County | 3.39% | 2.50% | 2.03% | 1.03% | 0.17% | 0.86% | 0.40% | 0.42% | 0.32% | 0.36% |
| Harford County | 2.38% | 2.24% | 1.84% | 1.14% | 0.58% | 0.52% | 0.49% | 0.60% | 0.57% | 0.71% |
| Howard County | 6.63% | 4.68% | 2.84% | 1.48% | 1.49% | 1.46% | 0.84% | 0.60% | 0.36% | 0.16% |
| Baltimore City | -1.40% | -0.66% | -1.22% | -0.47% | 0.13% | 0.29% | 0.31% | 0.22% | 0.14% | 0.11% |
| WASHINGTON SUBURBAN REGION | 0.68% | 1.87% | 1.35% | 1.01% | 1.07% | 0.59% | 0.69% | 0.65% | 0.51% | 0.36% |
| Frederick County | 3.06% | 2.73% | 2.66% | 1.80% | 1.03% | 1.58% | 1.48% | 1.24% | 1.02% | 0.88% |
| Montgomery County | 1.03% | 2.72% | 1.44% | 1.07% | 1.29% | 0.59% | 0.79% | 0.78% | 0.56% | 0.34% |
| Prince George's County | 0.05% | 0.92% | 0.96% | 0.75% | 0.84% | 0.31% | 0.33% | 0.32% | 0.28% | 0.21% |
| SOUTHERN MARYLAND REGION | 3.75% | 3.17% | 2.10% | 1.93% | 1.27% | 1.73% | 1.53% | 1.14% | 0.80% | 0.68% |
| Calvert County | 5.29% | 4.02% | 3.80% | 1.76% | 0.65% | 0.85% | 0.57% | 0.37% | 0.17% | 0.08% |
| Charles County | 4.32% | 3.35% | 1.77% | 1.97% | 1.40% | 2.11% | 1.80% | 1.18% | 0.98% | 0.79% |
| St. Mary's County | 2.37% | 2.41% | 1.27% | 2.01% | 1.61% | 1.90% | 1.86% | 1.63% | 0.98% | 0.91% |
| WESTERN MARYLAND REGION | 0.50% | 0.20% | 0.53% | 0.65% | 0.26% | 0.78% | 0.81% | 0.72% | 0.56% | 0.47% |
| Allgeany County | -0.42% | -0.72% | 0.00% | 0.02% | -0.12% | 0.13% | 0.20% | 0.20% | 0.07% | 0.04% |
| Garrett County | 2.12% | 0.61% | 0.59% | 0.08% | 0.00% | 0.33% | 0.39% | 0.22% | 0.09% | 0.03% |
| Washington County | 0.86% | 0.71% | 0.84% | 1.12% | 0.51% | 1.18% | 1.18% | 1.03% | 0.85% | 0.72% |
| UPPER EASTERN SHORE REGION | 1.43% | 1.79% | 1.48% | 1.38% | 0.61% | 1.04% | 1.24% | 1.03% | 0.93% | 0.80% |
| Caroline County | 1.58% | 1.57% | 0.97% | 1.05% | 0.50% | 1.24% | 1.19% | 1.12% | 1.11% | 1.01% |
| Cecil County | 1.27% | 1.67% | 1.88% | 1.64% | 0.49% | 0.95% | 1.55% | 1.32% | 1.19% | 1.00% |
| Kent County | 0.33% | 0.67% | 0.73% | 0.51% | 0.40% | 0.76% | 0.65% | 0.45% | 0.40% | 0.39% |
| Queen Anne's County | 3.31% | 2.90% | 1.79% | 1.65% | 0.97% | 1.34% | 1.36% | 1.02% | 0.91% | 0.81% |
| Talbot County | 0.78% | 1.78% | 1.02% | 1.12% | 0.69% | 0.88% | 0.58% | 0.40% | 0.30% | 0.21% |
| LOWER EASTERN SHORE REGION | 1.35% | 1.16% | 1.36% | 1.15% | 0.63% | 1.07% | 0.89% | 0.68% | 0.61% | 0.49% |
| Dorchester County | 0.41% | -0.13% | 0.14% | 0.62% | 0.38% | 0.92% | 0.99% | 0.70% | 0.66% | 0.46% |
| Somerset County | 0.14% | 2.02% | 0.54% | 0.68% | 0.32% | 0.62% | 0.53% | 0.31% | 0.27% | 0.14% |
| Wicomico County | 1.75% | 1.42% | 1.31% | 1.55% | 0.84% | 1.19% | 0.93% | 0.83% | 0.74% | 0.64% |
| Worcester County | 2.37% | 1.27% | 2.88% | 1.01% | 0.56% | 1.18% | 0.93% | 0.57% | 0.49% | 0.37% |

Projections for the Baltimore Region based on Rounds 8A from the Baltimore Metropolitan Council of Government's Cooperative Forecasting Committee.

Projections for the Washington Suburban Region based on Round 8.3 of the Metropolitan Washington Council of Governments Cooperative Forecasting Committee.

EXHIBIT 26

Frederick County

DEMOGRAPHIC AND SOCIO-ECONOMIC OUTLOOK

| | Historical | | | | | Projected | | | | | | |
|------------------------------------|------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|--|
| | 1970 | 1980 | 1990 | 2000 | 2010 * | 2015 | 2020 | 2025 | 2030 | 2035 | 2040 | |
| Population Characteristics: | | | | | | | | | | | | |
| Total Population | 84,927 | 114,792 | 150,208 | 195,277 | 233,385 | 245,600 | 265,650 | 285,950 | 304,050 | 319,800 | 334,100 | |
| Male | 41,700 | 56,155 | 73,969 | 96,079 | 114,806 | 120,740 | 130,400 | 140,060 | 148,680 | 156,210 | 163,130 | |
| Female | 43,227 | 58,637 | 76,239 | 99,198 | 118,579 | 124,870 | 135,250 | 145,890 | 155,370 | 163,590 | 170,970 | |
| Non-Hispanic White ** | N/A | 106,900 | 138,816 | 172,341 | 181,645 | 185,520 | 194,560 | 202,860 | 208,720 | 212,180 | 214,000 | |
| All Other ** | N/A | 7,892 | 11,392 | 22,936 | 51,740 | 60,090 | 71,090 | 83,090 | 95,330 | 107,620 | 120,100 | |
| Selected Age Groups: | | | | | | | | | | | | |
| 0-4 | 7,337 | 8,529 | 12,081 | 14,056 | 14,862 | 14,160 | 16,730 | 19,420 | 21,190 | 21,360 | 20,840 | |
| 5-19 | 25,388 | 30,152 | 32,332 | 44,629 | 50,293 | 50,010 | 49,200 | 49,780 | 53,790 | 60,560 | 65,290 | |
| 20-44 | 27,828 | 45,305 | 64,719 | 73,545 | 75,528 | 76,070 | 83,900 | 93,520 | 99,730 | 103,210 | 104,410 | |
| 45-64 | 16,840 | 20,585 | 26,901 | 44,211 | 66,788 | 72,160 | 73,480 | 69,970 | 65,230 | 63,480 | 68,840 | |
| 65+ | 7,534 | 10,221 | 14,175 | 18,836 | 25,914 | 33,200 | 42,340 | 53,260 | 64,110 | 71,200 | 74,720 | |
| Total | 84,927 | 114,792 | 150,208 | 195,277 | 233,385 | 245,600 | 265,650 | 285,950 | 304,050 | 319,800 | 334,100 | |
| Total Household Population | 81,387 | 111,540 | 146,365 | 190,622 | 229,203 | 241,194 | 260,941 | 280,879 | 298,507 | 313,621 | 327,208 | |
| Total Households | 24,926 | 37,499 | 52,570 | 70,060 | 84,800 | 89,775 | 97,975 | 106,825 | 114,650 | 120,825 | 126,100 | |
| Average Household Size | 3.27 | 2.97 | 2.78 | 2.72 | 2.70 | 2.69 | 2.66 | 2.63 | 2.60 | 2.60 | 2.59 | |
| Labor Force: | | | | | | | | | | | | |
| Total Population 16+ | 58,471 | 84,775 | 114,419 | 147,144 | 181,490 | 195,610 | 214,390 | 230,370 | 241,860 | 252,600 | 264,820 | |
| In Labor Force | 35,403 | 56,743 | 84,253 | 107,151 | 131,570 | 138,040 | 148,030 | 155,690 | 159,870 | 163,370 | 169,300 | |
| % in Labor Force * | 60.5 | 66.9 | 73.6 | 72.8 | 72.5 | 70.6 | 69.0 | 67.6 | 66.1 | 64.7 | 63.9 | |
| Male Population 16+ | 28,143 | 40,732 | 55,840 | 71,442 | 88,200 | 95,070 | 104,110 | 111,610 | 116,840 | 121,770 | 127,590 | |
| In Labor Force | 22,605 | 33,128 | 46,603 | 57,478 | 69,610 | 73,100 | 78,110 | 82,220 | 84,670 | 86,780 | 90,080 | |
| % in Labor Force * | 80.3 | 81.3 | 83.5 | 80.5 | 78.9 | 76.9 | 75.0 | 73.7 | 72.5 | 71.3 | 70.6 | |
| Female Population 16+ | 30,328 | 44,043 | 58,579 | 75,702 | 93,300 | 100,540 | 110,280 | 118,760 | 125,020 | 130,830 | 137,230 | |
| In Labor Force | 12,798 | 23,616 | 37,650 | 49,673 | 61,960 | 64,940 | 69,920 | 73,470 | 75,200 | 76,590 | 79,220 | |
| % in Labor Force * | 42.2 | 53.6 | 64.3 | 65.6 | 66.4 | 64.6 | 63.4 | 61.9 | 60.2 | 58.5 | 57.7 | |
| Jobs by Place of Work : | | | | | | | | | | | | |
| | 33,439 | 44,042 | 72,323 | 103,859 | 128,113 | 135,700 | 147,000 | 154,900 | 160,000 | 165,000 | 170,600 | |
| Personal Income : | | | | | | | | | | | | |
| Total (million of constant 2009\$) | \$1,605.1 | \$2,763.1 | \$4,630.1 | \$7,840.6 | \$10,606.7 | \$11,745.3 | \$13,883.4 | \$15,796.7 | \$17,487.7 | \$19,149.6 | \$20,666.5 | |
| Per Capita (constant 2009\$) | \$18,816 | \$23,881 | \$30,593 | \$39,889 | \$45,294 | \$47,823 | \$52,262 | \$55,243 | \$57,516 | \$59,880 | \$62,456 | |

** For 2010 to 2040 non-hispanic white population is equal to "non-hispanic white alone", and all other population is equal to "all other races", alone and two or more races.

* Labor force participation rates for 2010 are estimates based on the 2008-2012 American Community Survey. These participation rates are applied to the Census 2010 population by age/sex to yield labor force estimates.

SOURCE: Projections prepared by the Maryland Department of Planning, July 2014. Population and household data from 1970 thru 2010 are from the U.S. Census Bureau, as is the labor force data from 1970 thru 2000. Labor force participation rate data for 2010 is an estimate by the Maryland Department of Planning based on 2008-2012 American Community Survey data. 1990 race and sex population is from modified age, race, sex data (MARS) and 2000 race and sex population from modified race data, both from the U.S. Census Bureau. Historical jobs, total personal income and per capita personal income data are from the U.S. Bureau of Economic Analysis.

Projections are rounded, therefore numbers may not add to totals.

EXHIBIT 27

| County | State | Combo | 2012 | | Medicare | | Number of HH | | HH Patient Hospitalization % |
|-----------------|-------|------------------|-----------|------------|------------------|-------------------|-------------------------------|-------|------------------------------|
| | | | Medicare | Medicare | HH | Medicare HH | Patients | | |
| | | | Eligibles | Population | Utilization Rate | Discharges (2010) | Hospitalized (ReHospitalized) | | |
| Anne Arundel | MD | MDAnne Arundel | 77,919 | 73,011 | 7.1% | 5,175 | 890 | 17.2% | |
| Baltimore | MD | MDBaltimore | 138,856 | 124,926 | 9.1% | 11,318 | 1932 | 17.1% | |
| Carroll | MD | MDCarroll | 27,154 | 25,954 | 9.2% | 2,393 | 404 | 16.9% | |
| Harford | MD | MDHarford | 38,527 | 35,562 | 7.8% | 2,784 | 487 | 17.5% | |
| Howard | MD | MDHoward | 35,212 | 33,083 | 5.6% | 1,841 | 292 | 15.9% | |
| Queen Anne's | MD | MDQueen Annes | 8,566 | 8,375 | 5.7% | 475 | 76 | 16.0% | |
| Baltimore city | MD | MDBaltimore city | 93,053 | 78,694 | 9.6% | 7,535 | 1307 | 17.3% | |
| St. Mary's | MD | MDSaint Marys | 12,978 | 12,807 | 5.7% | 728 | 123 | 16.9% | |
| Washington | MD | MDWashington | 26,349 | 23,825 | 7.1% | 1,688 | 241 | 14.3% | |
| Frederick | MD | MDFrederick | 32,482 | 30,900 | 7.2% | 2,214 | 391 | 17.7% | |
| Montgomery | MD | MDMontgomery | 130,958 | 119,258 | 7.5% | 8,921 | 1191 | 13.3% | |
| Calvert | MD | MDCalvert | 12,237 | 11,765 | 5.8% | 688 | 112 | 16.2% | |
| Charles | MD | MDCharles | 17,683 | 16,755 | 6.2% | 1,038 | 166 | 16.0% | |
| Prince George's | MD | MDPrince Georges | 101,116 | 88,164 | 7.5% | 6,642 | 1100 | 16.6% | |
| Dorchester | MD | MDDorchester | 7,118 | 6,896 | 8.0% | 551 | 95 | 17.2% | |
| Talbot | MD | MDTalbot | 9,940 | 9,640 | 6.9% | 666 | 111 | 16.7% | |
| Cecil | MD | MDCecil | 15,693 | 14,945 | 8.2% | 1,226 | 231 | 18.9% | |

EXHIBIT 28

| ACCOUNT | SUBTYPE | CITY |
|--|--------------------------|---------------|
| (5016) Amedisys Home Health | Home Health Agency | Cambridge |
| Alice Byrd Tawes Nursing Home Al0022408 | SKILLED NURSING FACILITY | Crisfield |
| Atlantic General Hospital At0000176 | HOSPITAL | Berlin |
| Atlantic General Hospital Emergency Room | Other | Berlin |
| Atlantic General Hospital Wound Center Acccca005ky | WOUND CARE | Berlin |
| Atria Assisted Living Acccca001gfv | ASSISTED LIVING | Salisbury |
| Bayleigh Chase | SKILLED NURSING FACILITY | Easton |
| Berlin Nursing and Rehabilitation C Be0001380 | SKILLED NURSING FACILITY | Berlin |
| Calco'S Llc Acccca0056qx | ASSISTED LIVING | Quantico |
| Candle Light Cove Alf Acccca0067tf | ASSISTED LIVING | Easton |
| Caroline Nursing Home Ca0000751 | SKILLED NURSING FACILITY | Denton |
| Chesapeake Caregivers ALF | Assisted Living | Trappe |
| Chesapeake Cottage Acccca005kyf | ASSISTED LIVING | Snow Hill |
| Chesapeake Manor Acccca0051q4 | ASSISTED LIVING | Willards |
| Chesapeake Woods Center Ch0013581 | SKILLED NURSING FACILITY | Cambridge |
| Choptank Community Health Services Acccca0058wx | OTHER | Cambridge |
| Corsica Hills Center Co0011670 | Hospital | Centreville |
| Davey Assisted Living | Assisted Living | Pocomooke |
| Deer'S Head Center De0000281 | LONG TERM HOSPITAL | Salisbury |
| Deer'S Head Center De0000282 | SKILLED NURSING FACILITY | Salisbury |
| Deers Head Hospital Center Acccca001gjp | OTHER | Salisbury |
| Delmarva Community Services | Other | Cambridge |
| Dorchester General Hospital, Inc Do0000253 | OTHER | Cambridge |
| Eastern Shore Hospital Center Ea0002431 | Hospital | Cambridge |
| Edward McCready Memorial Hospital Ed0000127 | HOSPITAL | Crisfield |
| Envoy Of Denton En0000030 | Hospital | Denton |
| Fresenius Dialysis | Dialysis | Salisbury |
| Fresenius Medical Care | Other | Wilmington |
| Golden Gardens | Other | Parsonsborg |
| Guiding Hands Assisted Living Acccca005lzp | ASSISTED LIVING | Berlin |
| Gull Creek Assisted Living Acccca001f2w | OTHER | Berlin |
| Hartley Hall Nursing Home Inc Ha0001433 | SKILLED NURSING FACILITY | Pocomoke City |
| Healthsouth Chesapeake Rehabilitati He0051475 | REHAB HOSPITAL | Salisbury |
| Heartfields Assisted Living Acccca004gpu | ASSISTED LIVING | Easton |
| J B Parsons Home Acccca001f2x | ASSISTED LIVING | Salisbury |
| Lakeside Assisted Living At Mallard Landing Acccca | ASSISTED LIVING | Salisbury |
| Londonderry Retirement Community | Personal Care Home | Easton |
| Mallard Landing Independent Living | Assisted Living | Salisbury |
| Manokin Manor Ma0010519 | SKILLED NURSING FACILITY | Princess Anne |
| Memorial Hospital At Easton Me0012793 | HOSPITAL | Easton |
| Natesan Medical Group | Other | Salisbury |
| Patient Centered Medical Home | Other | Berlin |
| Peninsula Orthopaedics Associates | Other | Salisbury |
| Peninsula Regional Medical Center Pe0012437 | HOSPITAL | Salisbury |
| Peninsula Regional Medical Ctr Snf Pe0012439 | SKILLED NURSING FACILITY | Salisbury |
| Rayland Acres ALF | Assisted Living | Trappe |

Salisbury Center Nursing and Rehab Sa0011438
Signature Healthcare At Mallard Bay Si0000114
Snow Hill Nursing and Rehab Acccca001f2t
Somerset Gardens Assisted Living
The Pines Genesis Eldercare Th0011830
The Village At Harbour Pointe Acccca001hkp
The Woodlands of Ocean Pines Acccca001f2v
Wicomico Nursing Home Wi1000338

SKILLED NURSING FACILITY
SKILLED NURSING FACILITY
SKILLED NURSING FACILITY
Other
SKILLED NURSING FACILITY
OTHER
ASSISTED LIVING
SKILLED NURSING FACILITY

Salisbury
Cambridge
Snow Hill

Easton
Salisbury
Ocean Pines
Salisbury

EXHIBIT 29



219 South Washington Street
Easton, Maryland 21601
410.822.1000
www.shorehealth.org

May 12, 2017

To whom it may concern,

As a case manager at the Requard Center for Acute Rehabilitation, I frequently use the services of Amedisys Home Health. I am aware that they provide charity care for patients that need home health services. They accepted a patient from Requard within this past year that did not have insurance and they provided charity care. I have found the staff at Amedisys will do all they can to meet the needs of the patients in this area. If you need further information feel free to contact me at 410-822-1000 Ex. 5913.

Sincerely,

Donna Martin BSN RN

Requard Center for Acute Rehabilitation